

Minutes
Board of Directors Meeting

November 8th, 2017

SU 418

Attendees:	Steve Deutsch	Bryant Bonilla
	L. David Eaton	Isabelle Hayes
	Stephanie Blaisdell	Brian Obach
	Michele Halstead	Ismael Ali Moussa
	Corinna Caracci	Darianna Almeyda
	Rachel Rigolino	
	Andrea Paredes	

Others Present: Melinda Cirillo, Ryan Goodwin, Rose Palmeri

Recording Secretary: Faathyma Clark

Call to Order: 11:15 a.m.

Unanimous Approval of Annual and October Board Minutes and Agenda.

Executive Director's Report:

Shop 24:

Steve stated that sales have doubled since last year.

Sodexo Satisfaction Survey:

Ryan presented the results from the satisfaction survey that was open from 10/1 to 10/15.

- Surveys were collected through email and tabling at all locations. 944 surveys were collected.
- \$1 per survey collected was donated to the food pantry and will be split up over three months.
- There were three give away prizes for participating. 1st-100 dining dollars, 2nd & 3rd- Corn Hole.
- Last year overall satisfaction for Sodexo for North America was 77% this year it was 79%.
- Fall 2016 overall satisfaction with food service on campus was at 84%. Fall 2017 is at 80.04%, very small decrease.

Ryan also explained they will be creating a My Zone in Hasbrouck which is a complete allergen free zone. According to the surveys 18% of students want to see more Italian food on campus, 17% want Chinese and 16% want Mexican. They are looking to replace Sub Connection. He also mentioned that Chef Nights in Hasbrouck have been going very well.

Sodexo will be running another Survey in March 2018.

Audit and Financial Statement:

Steve explained that CAS is audited once a year and our auditor Rose Palmeri would present the results now.

Rose explained what her letter to the governance body means. The audit is done in accordance to nonprofit auditing standards. The auditor recommends policy and procedures and rewording on existing policies. No difficulties performing our audit. The letter to governance addresses any material adjustments made. Other comments; cash decreased because of recent large projects that have been completed then donated back to the college. There was also a large swing in the Investment portfolio, investments gains have increased significantly since last year. **Rose** also explained that revenue and expenses look higher but the net effect is 0. This year we donated \$3.4 million dollars in projects to SUNY. **Steve** stated in ot ds CAS made \$600,000 in FY 16 and lost \$1.2 million in FY 17. **Rose** doesn't like usin age such as "made" and "lost" for a nonprofit. However, the "loss" did support the Miss ement so, everything is working as it should. **Steve** explained how mission statements a non- profit. **Brian** asked what the number that would tell gross income that came /ear. **Rose** stated the answer was on page 3 in the audit report, gross revenue from op is \$14 million. **Steve** explained CAS grossed about \$18 million last year. **Brian** clarified \$2million came in last year and CAS gave away more than \$1.5 million in projects. **Steve** explained we took in \$18 million and made \$452,000 on campus. **Rose** stated as of May 31st CAS has a little over \$2 million in liquid resources. CAS has no debt, which is great. **Steve** explained there are Auxiliary Services, like Stony Brook, who owe over \$30 million to the college. **Rose** explained that in May 2019 CAS will have to show liquidity. **David** explained CAS never used to have reserves. They used to be in debt. When they owned Ashokan it was a large operation to sustain. Once CAS sold Ashokan they were able to get out of debt. **Brian** asked if the state wanted CAS to sell Ashokan. **Steve** answered yes. **Ismael** asked how donating buildings affects student life and does it affect meal plans. **Rose** stated it improves campus life by providing new buildings and new venues for students to enjoy. **Steve** stated that indirectly yes it does increase pricing in some areas. CAS needs revenue to pay for the projects. **Brian** stated that all money coming from food service and the bookstore gets put back into the school to benefit students on campus. So, we could up the cost and have more money to improve campus or lower costs for students and have less money for improvements. **Steve** stated that he loved all the questions and that CAS does its best to try and stay balanced between costs and improvements, all decisions go through the Board. **David** explained that it is not mandatory that Auxiliary Services exist. There are Several institutions that do not have Auxiliary services. We are very transparent here and the CAS Board does a great job including students in the decision-making process. 80% of students are satisfied and prices are below average. **Rose** stated there were no disagreements with management during the audit. Explained the financial statement. Overall deemed fiscally stable. **Rose** explained that tin the management letter she suggests updating and getting the investment policy, document retention policy, new financial statement disclosure and Add statement into written policies. **Bryant** asked if Rose could be contacted

after for questions. **Rose and Steve** stated yes but it can only be Board members who contact her it cannot be any student.

Ismael asked if the left-over dining dollars goes back to the school. **Steve** explained at the end of the spring semester the money goes back to CAS then Tapingo fees are subtracted, usually \$30,000 and \$40,000, then the remaining balance is split between Sodexo and CAS. CAS portion gets rolled back into our bottom line. **Steve** stated that an amendment could be made so that Sodexo doesn't get that money back. Each summer we make amendments to the contract, we could exchange something for that to happen. **Isabelle** asked who pays for projects CAS or Sodexo. **Steve** explained that CAS pays for everything. **Isabelle** would like to see the breakdown. **Melinda** explained they give us capital investment, this year they gave us \$5 million towards capital investments. **Steve** there are many ins and outs with money **David** explained this is a P&L account. Students were very active on choosing food service and very vocal on wanting Sodexo. The students on the Board were very active and involved in the process. All vendors put in bids. P&L means that Sodexo retains the profit but they also absorb the losses. **Ryan** explained that Sodexo lost \$675,000 last year. **Brian** clarified that means Sodexo lost money to operate here. **Ryan** answered yes. **Steve** explained that they do work with certain vendors and have certain agreements and that is how they make some profit also. **Brian** clarified that profit does go back to Sodexo. **Steve** explained yes there is a vendor relationship and Sodexo gets a % of sales goes back to Sodexo. We do not know those exact numbers. **David** stated that New Paltz is an enviable contract account to have. **Isabelle** asked where the profit goes when students buy food on campus. **Brian** answered Sodexo and CAS. **Ismael** asked how student spending dining dollars affects CAS. **Steve** explained that there was \$130,000 left at the end of last semester and CAS got \$45,000 from that. CAS would prefer that that number be 0. **Ismael** asked how much is spent on Tapingo each year. **Steve** answered about \$38,000. **Ismael** stated that Tapingo does not work the way it is supposed to. He then asked if we could get rid of Tapingo if it is not working successfully. **Steve** believes using it during certain times in certain locations is the way to go. Or maybe adding a fee could work. **Bryant** asked why we couldn't add a worker that only handles Tapingo orders. **Ryan** explained that would add cost to the end user. **Steve** explained that wouldn't help in some areas. **Ismael** suggested only having Tapingo at certain locations. **Melinda** explained that students will be upset if we shut it off now. **Steve** asked if Tapingo should be brought up next Board meeting. **The Board** answered yes. **Stephanie** clarified that the money paying for Tapingo is student money but Faculty and Staff are using Tapingo too. She asked for a percentage of fac/staff that use Tapingo. **Ryan** answered it is about 1%. **Stephanie** suggested charging the fac/staff a fee for using Tapingo. **Steve** explained that we could look into it. **Andrea** clarified that CAS is going to look to amend the dining dollar split. **Steve** confirmed yes.

Please reference attached audit and financial statement for further understanding.

Committee:

Executive Committee:

Steve explained that the board needs to appoint an executive committee. **Steve** explained the role of the Executive Committee and sought three volunteers. The three volunteers were Bryant, Ismael, Dave and Darianna.

Hasbrouck Committee:

Steve explained that some of the issues brought up in our first Hasbrouck Committee meeting were issues that could be dealt with during the Service Evaluation Committee meetings. The other issues could be addressed by a Food Waste committee. He sought volunteers for a Food Waste Committee that would discuss ways to reduce food waste in Hasbrouck. The volunteers were Brian and Isabelle.

Steve explained that we also need to discuss food choices for next year and asked who would like to volunteer. Bryant, Brian, Isabelle, Andrea and Ismael volunteered.

Bryant explained that he has the results from his survey regarding food ideas for the bakery. **Steve** told him they could meet and discuss the results.

Closing Remarks/Comments:

Brian asked what the reevaluation of investments means. **Melinda** explained it is just revamping the investment policy. **Brian** asked how much is in the investment portfolio. **Melinda** answered about \$6million. **Brian** explained that the college has taken a stand at not investing in fossil fuels and wants to know if CAS can do the same thing. **Steve** explained that it could be on the agenda for the investment policy. **Melinda** explained that it is out at our investment house right now but when it comes back she could send it to Brian to evaluate it.

Ismael asked if we could put the surveys on Blackboard so they are easily accessible to students. **Bryant** stated how the SEI's are done. **Michele** explained they don't like to flood Blackboard or my.newpaltz, it needs to go to cabinet. **David** explained there are several gate keepers already on my.newpaltz. It could cause an issue when students register. **Steve** explained that we could make a request to cabinet if we want. He also stated that more does not always mean better. **Michele** explained that the response on surveys was very good for having 3,000 on-campus students. **David** stated that 30% is a great response. **Bryant** explained that creating an online link gives students direct access when they are able to access it. **Stephanie** suggested just having a link on Blackboard rather than a gate keeper.

Steve went over the results from the survey to rename Shop24. The Snack Shack won first place and Midnight Run came in second.

Meeting Adjourned at 11:45am.