

MT. SAC AUXILIARY SERVICES CORPORATION BOARD OF DIRECTORS MINUTES

Thursday, December 7, 2023

1 – Call to Order

The second quarterly meeting of the Mt. SAC Auxiliary Services Corporation Board of Directors was called to order at 2:09 p.m. on Thursday, December 7, 2023, by Morris Rodrigue, Chairperson. Those present were: Morris Rodrigue, Melba Castro, and Rosa Royce. Guests: Eddie Correa (Sodexo), Steven Anderson (Sodexo), John Acero (Follett), Erik Guss (Follett), Shannon Carter; Markelle Stansell. Absent: Daniell'e (Dani) Silva (AS Rep), Faculty Rep (TBD)

2 – Public Comment

No public comment.

3 – Consideration of Approval of Minutes from September 7, 2023

It was moved by Rosa Royce and seconded by Melba Castro, to approve the minutes of September 7, 2023.

Ayes: Rodrigue, Royce, Castro

Abstain:

Absent: Dani Silva (AS Rep), Faculty Rep (TBD)

4 – Appointment of Associated Students Representative

It was moved by Melba Castro and seconded by Rosa Royce to appoint Daniell'e (Dani) Silva as the Associated Students Representative.

5 – Auxiliary Statement of Revenues and Expenses (unaudited) 2022-2023 4th Qtr.

Operations increased by \$3 million.

It was moved by Melba Castro, and seconded by Rosa Royce to accept the annual disclosure of conflict of interest.

Ayes: Rodrigue, Royce, Castro

Abstain:

Absent: Dani Silva (AS Rep), Faculty Rep (TBD)

6 – Auxiliary Statement of Revenues and Expenses (unaudited) 2023-2024 1st Qtr.

It was moved by Melba Castro, and seconded by Rosa Royce to accept the Auxiliary Statement of Revenues and Expenses (unaudited) 2023-2024 1st Qtr.

Ayes: Rodrigue, Royce, Castro

Abstain:

Absent: Dani Silva (AS Rep), Faculty Rep (TBD)

7 – Reports

Administrative Services – Shannon Carter reported that we are close to selecting a final design for the Mt. SAC food truck, courtesy of one of our students. The main goal was to refresh the design while still keeping the Mt. SAC logo on the truck.

The Food Services Survey will be open through Friday, March 8 to allow campus constituents to share feedback on Mt. SAC's food servicing and dining options.

Sac Book Rac (Follett) – Erik Guss reported a bit of a drop from Sept to Oct and from Oct to Nov, but that is related to financial aid, just under \$50K in Oct, just over \$20K in Nov.

The Sac Book Rac Holiday Tea was a success, and Erik inquired about purchasing additional holiday pins for next year. Faculty and staff were very helpful in informing Follett how the event was structured in previous years. Erik said that his team now has some great ideas to make next year's event even more festive.

The Follett team will meet with the Textbook and Instructional Materials Committee (TIMC) to present the *Follett Access* solution for students. They plan to work with the Office of Instruction to solicit faculty participation in trialing it.

Erik reported that Sac Book Rac was also present at the last couple of football games, and plan to attend additional competitions (basketball games, Mt. SAC Relays, etc.) in the new year. By using the iPad Square system, they are better able to facilitate transactions offsite.

Sodexo – Steven Anderson reported that retail revenue is up, but we are still seeing a consistent downturn in catering. Sodexo is working on a "road show," and revamping their catering menu to show the different level of services they provide, etc. There is a continued perception that it's just as easy to purchase food items at big-box retailers to save money, but these retailers are not providing full service. Sodexo, on the other hand, offers delivery, full event service, and cleanup. The road show will allow Sodexo to make adjustments based on feedback from campus.

Concession sales have been a mixed bag depending on the weather, type of event, etc. Eddie Correa reported that compared to last year, Sodexo has seen a significant increase in sales because of the new C-Store in the new Student Center (Building 410). We also have more students on campus, though not quite back to pre-COVID levels. Sodexo is still working on making operations more efficient in the new building.

In spring 2024, they will try to revamp the food options in Common Grounds, since that location does not turn a profit. They also plan to pull back from utilizing the third floor in Building 410; they will centralize and produce out of one space (Building 8). Marketing pieces also need to be beefed up, including menu graphics, etc. The Office of Administrative Services will send the Academic Calendar to both Follett and Sodexo to assist with planning.

Melba suggested adding additional signage so that the campus community is aware of

their food options, locations, and hours.

10 – Adjourn

The meeting adjourned at 2:48 p.m.