

CI University Auxiliary Services, Inc.

Board of Directors Meeting

Thursday, May 18, 2023

ATTENDEES

John Lazarus, Staff	Jacquelyn Hoffman, Board	Stephanie Bracamontes, Staff
Christina Salas, Staff	Minna Chang, Staff	Staff
David Press, Board	Marianne McGrath, Board	Jeff Kim, Staff
Bill Robe, Board Chair	Andrea Grove, Board	Richard Yao, President
Peter Maher, Staff		Barbara Rex, CFO

I. Call to Order

This meeting was called to order by Bill Robe at 11:04AM

II. Public Comments?

None

Closed by Bill Robe

III. President Yao presentation to the Board.

Expressed happiness for Bill Robe staying on.

Event Update,

Last three weeks have been electric. Recent programs including Student research projects, Arts under the Stars, Aut2Run, 20th Celebration of Service, and upcoming commencement.

Brief Update,

Focus on new students fall 2023.

Admission Dolphin Day was success.

26% increase new student 59% increase registered students

In the past five years haven't recalled such an energetic Dolphin Day.

Extended registration to June 1st.

955 new transfer students (above target)

591 First year students, 770 ?

Modification of transfer onboarding process to register earlier is seeing dividends.

Retention

Working on retention once student registers for classes.
Running campaigns.
Summer session, 417 Full Time students
Hopeful signs of stabilizing (cautious optimism).

Campus Highlights

Commencement this weekend

Commencement down from two hours to 45 minutes with four sessions. For a more intimate and less lengthy ceremony

LGBTQ Commencement

Nursing Pinning Ceremony

Awarding Honorary Doctorate

Hana-Beth Jackson

Carmen Ramirez

Partnership with Santa Barbara Zoo signed.

Conservation work with species

Academic plan approved by board of trustees.

18 new programs

IV. Bill Robe asks again if anyone has questions for President Yao.

David Press requested information on programs on Channel Islands.

President Yao shared the following,

1. Santa Rosa research station, Interdisciplinary groups, environment science, Chicano studies, art, coastal sustainability.

President Yao called on Marianne McGrath for additional input. Marianne McGrath-opportunity for many students and for some validates their studies for various aspects such as art.

President Yao advised visiting the islands does not come cheap, high investment.

V. Bill Robe thanked President Yao.

- i. President Yao exited the meeting 11:21AM

VI. ACTION ITEM

Bill Robe – requested a motion to approve February 16, 2023, meeting minutes.

Motion to approve by David Press

Second by Stephanie Bracamontes

VOTE – All in favor, no oppose.

VII. **Presentation** by Director, John Lazarus screen share, FY23-24 Budget, by Department: UGC01

Retail not performing as well as expected.

Catering is performing better than expected.

\$1.28 mil upside down by the end of the fiscal year.

Positive note - 23/24 draft budget losing 1 million vs 1.3 with no real material change, more accurate tracking COGS.

Proposed closing Pizza, since opened has lost more than \$600,000. This is pulling funds from other areas that are making money. If closed would continue to absorb commitments including lease, maintenance, and ASI loan.

23/24 budget would have increase in loss for SUB Food going from a +/- \$180k loss to a +/- \$87 loss. JSB going from a +/- \$20k loss to a +/- \$71k. Changes in loss due to more accurate tracking of costs.

Islands loss to rise from \$836,026 to \$977,934. Due to enrollment dropping and less student living on campus. Asking to continue to operate Islands at current level and not reduce staff.

One Card, propose one card and copier move to campus ITS. They are better equipped to manage both services.

Bookstore, no material change, same as last year.

Catering profit for 23/24 is \$189,341. Growth in summer conferences.

David Press-questioned when does Pizza lease end?

John Lazarus recalls lease terminates at the end of June 2027, will verify.

Per the terms of the lease either, pay until end of lease or until new lessee is under contract. Hopeful new business will take over by 2027.

David Press-comment, landlord may be required to reduce burden on the tenant. Suggest speaking to counsel.

VIII. **ACTION:** Bill Robe motion to approve the following,

1. 23/24 Budget.
2. Close Pizza, cont. Lease (as needed), maintenance, ASI loan.
3. Maintain Islands at current staffing level.
4. Move One Card and copier to ITS.

Motion to Approve -David Press Motion

Second Motion - Andrea Grove

VOTE – All in favor, no oppose.

IX. **PRESENTATION** Continued by John Lazarus

Casa Pacifica to start June 9, 2023, with set up beginning on May 28th. Dolphin day and AUT to RUN well received, Positive feedback of food provided. Summer schedule busy and currently preparing for summer. Asks board to approve future dates of meeting, third Thursday of the month. Would it be possible to stick to current schedule.

End of Report

X. **Closing** – Bill Robe

Maintain intent to step down as Chair without jeopardizing the liquor license and remain on as board member. By next meeting hopeful new Chair will be voted in.

Meeting adjourned by Bill Robe at 11:42AM