

**ASSOCIATED STUDENTS UCLA
BOARD OF DIRECTORS**

Services Committee

February 17, 2017

12:00 p.m.

Ackerman Union 2412

PRESENT: Patrick Adler, Michaela Boster, Roy Champawat, Nathan Glovinsky, Alexandra Latshaw, Arielle Mokhtarzadeh, Bob Williams, and Christine Wilson

LATE: Andrew Lewis

MANAGEMENT: Cindy Bolton, Food Service Director
Sandi Gillespie, Association Affairs Manager
Patrick Healey, UCLA Store Director-General Merchandise
Michelle Moyer, Director of Business and Legal Affairs
Karen Noh, Special Projects Director
Lisa Perez, Marketing Director

CALL TO ORDER

Mr. Glovinsky called the meeting to order at 11:57 a.m.

APPROVAL OF AGENDA

Mr. Glovinsky called for consent to approve the Associated Students UCLA Board of Directors' Services Committee February 17, 2017 Agenda. There being no objections, the motion was approved by unanimous consent.

APPROVAL OF MINUTES

Mr. Glovinsky called for consent to approve the Associated Students UCLA Board of Directors' Services Committee January 13, 2017 Minutes. There being no objections, the motion was approved by unanimous consent.

EXECUTIVE DIRECTOR'S REPORT

Mr. Williams updated the committee on the following:

- Management is currently working on the FY 17-18 Budget.
- The Valentine's Day sale was very strong and overall close to budget.
- Concessions are having excellent sales due to the increased attendance at the basketball games.
- There is a new spring mailer that will be sent to 15,000 of the store's most recent customers.
- The new loading dock is open and working very well.
- Curbside is now offering Halal products.
- Food service is developing a new breakfast option for the coffee houses.

Ms. Mokhtarzadeh asked if it was possible to have messaging at the registers indicating the breakdown of costs of BearWear items to be more transparent regarding pricing. Management explained that it might be difficult to breakdown the cost per item since there is such a variety; however, a simple statement at the register might be as effective.

Committee members asked if the catalog was still effective. Mr. Healey explained that there is a spike in online sales after the catalog drops. The catalog is expensive; however, half of the cost is covered by vendors and management is always looking for ways to bring the cost down. For example, the photography for the last catalog was done in-house.

Mr. Williams previewed the new catering website for the committee.

STUDENT UNION VISITS

The committee agreed to visit UC San Diego and USC on March 4, 2017.

COMPOSTING UPDATE

Ms. Noh provided the committee with a current waste analysis for ASUCLA. Total waste diversion is up in all areas with composting having the largest number.

EXECUTIVE SESSION

Mr. Glovinsky called for consent for the Associated Students UCLA Board of Directors' Services Committee to enter into Executive Session. There being no objections, the motion was approved by unanimous consent.

The Committee entered into Executive Session at 1:14 p.m.

Mr. Glovinsky called for consent to exit the Associated Students UCLA Board of Directors' Services Committee Executive Session. There being no objections, the motion was approved by unanimous consent.

The Committee exited Executive Session at 1:28 p.m.

ADJOURNMENT

Mr. Glovinsky called for consent for the Associated Students UCLA Board of Directors' Services Committee to adjourn the February 17, 2017 Meeting. There being no objections, the meeting was adjourned at 1:28 p.m.