

**ASSOCIATED STUDENTS UCLA
BOARD OF DIRECTORS
Regular Meeting
April 27, 2018
12:00 p.m.
Kerckhoff Hall Staterooms**

PRESENT: Pouria Abbassi, Teni Adewumi-Gunn, Michaela Boster, Kevin Eagan, Nathan Glovinsky, Kevin Kato, Alexandra Latshaw, Andrew Lewis, Lena Riess, Navi Sidhu, Jesse Torres, Lawrence Traylor, Agnes Warren, and Christine Wilson

MANAGEMENT: Donna Baker, Finance Director
Roy Champawat, Student Union Director
Sandi Gillespie, Association Affairs Manager
Patrick Healey, UCLA Store Director-General Merchandise
Cynthia Holmes, Licensing Director
Michelle Moyer, Director of Business Affairs and Compliance
Lisa Perez, Marketing Director

GUESTS: Iman Alamdari, Daily Bruin
Aidan Arasasingham, UCLA Student
Chloe Coss, UCLA Student
Michael Skiles, GSA President

CALL TO ORDER

Mr. Glovinsky called the meeting to order at 12:10 p.m.

APPROVAL OF AGENDA

Mr. Glovinsky called for consent to approve the Associated Students UCLA Board of Directors' April 27, 2018 Regular Meeting 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' March 16, 2018 Regular Meeting Minutes. There being no objections, the motion was approved by unanimous consent.

EXECUTIVE DIRECTOR'S REPORT

Mr. Abbassi updated the Board on the following topics:

- The Association has been working on the 2018 to 2019 fiscal budget, and will preview it with the board next week.
- Art in the Union's reception will be in the Kerckhoff Art Gallery on May 2 from 3 p.m. to 5 p.m.
- Bruin Transfer Day is on May 12. Bruin Day took place on April 21 and was very successful.
- The Ackerman Union First Floor Dining Room remodel is complete.
- Blaze Pizza opened earlier this month and is currently selling 570 to 600 pizzas per day.
- Veggie Grill is scheduled to open on Tuesday, May 15.
- Intelligentsia Coffee & Tea project is on track to be completed by the end of the quarter.
- Kerckhoff Coffeehouse and Northern Lights will begin serving nitro coffee to enhance the coffee experience of patrons and provide for additional choice.
- ASUCLA is working with UCLA Facilities to remedy the issues caused by the dead tree next to LuValle Commons.
- Licensing has launched updated website/pages.
- UCLA ITS is recommending ASUCLA as well as other campus departments to replace their old antiquated telephone system with a digital system provided by UCLA.
- The ASUCLA Service Awards were held on April 25 and 59 employee received awards for 5, 10, 15, 20, and 25 years of Service.

EXECUTIVE COMMITTEE REPORT

Ms. Riess stated the committee met on April 17 and the meeting was held in Executive Session.

FINANCE COMMITTEE REPORT

Mr. Sidhu explained that the committee met on April 20 and discussed the Services and Enterprises FY 18-19 Preliminary Budget and Capital Projects. The committee also heard a presentation from Mr. Healey regarding an Ackerman Union B-level refresh. Ms. Bolton updated the committee on North Campus and Café Synapse.

SERVICES COMMITTEE REPORT

Ms. Boster stated that the committee met on April 13 and heard a presentation on Fair Trade Coffee as well as the B-level refresh. The committee also discussed the Bruin Day strategy and went to Blaze Pizza.

PERSONNEL COMMITTEE REPORT

Ms. Latshaw stated that the committee report will be in executive session.

ASUCLA AD-HOC COMMITTEE REPORT

Mr. Glovinsky stated the committee met earlier today, April 27, and heard the final results from Clever Creative.

FINANCIAL STATEMENTS

Student-Run Enterprises March 2018 Financial Statements

ASUCLA completed the month at \$5.4M in gross income which is essentially at plan and \$150,000 ahead of last year. All operational divisions, with the exception of Restaurants, exceeded gross income targets both compared to budget and as compared to last year. Cumulative gross margin was slightly ahead of last year and below plan (driven by Restaurants operations). Overall contribution at \$812,000 was (\$30,000) below plan and \$53,000 ahead of last year. Restaurants income stream continued to be impacted by the delayed opening of Blaze Pizza and Veggie Grill and an overall drop in customer count.

The net income at \$58,000 for the month is \$143,000 better than budget and \$146,000 better than last year. The net income through the first 8 months of the fiscal year is \$395,000 better than budget and \$182,000 better than last year. Monthly net income for March was \$142,000 better than February.

The Association reported a cash book balance of \$14,361,000 for the month. Of this balance, \$1,383,000 has been reserved for capital projects, leaving \$11,620,000 in uncommitted cash which is (\$3,298,000) less than the board-required cash reserve.

Past due accounts receivables were at roughly \$123,000 or 3%. Store inventories at cost were \$5,900,000; while inventory turns were at 4.5.

Student-Run Enterprises April Preliminary Sales

April sales figures in the Store are positive to plan by \$26,399. Bearwear is positive by \$91,310 and New Text is negative to plan by (\$121,312). Computer Store is positive to plan by \$125,833. The Hilltop Shop is positive to plan by \$7,416 and MTW positive by \$32,458.

Food Service sales are negative to budget by (\$129,375). Court of Science Student Center is \$5,065 positive to plan due to the opening of Blaze Pizza. Veggie Grill is also negative to plan by (\$83,794). Overall, customer counts are down and management is addressing this issue.

EXECUTIVE SESSION

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

The Board entered into Executive Session at 12:44 p.m.

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

The Board exited Executive Session at 1:14 p.m.

ADJOURNMENT

Mr. Glovinsky called for consent to adjourn the Associated Students UCLA Board of Directors' April 27, 2018 Regular Meeting. There being no objections, the meeting was adjourned at 1:14 p.m.

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Pursuant to Bylaw 3, section 3.6(d) of the ASUCLA Board of Directors Bylaws, I have reviewed these Minutes and hereby attest to their accuracy.

Agnes Warren
Board Secretary and Administrative Representative