

**ASSOCIATED STUDENTS UCLA  
BOARD OF DIRECTORS  
Regular Meeting  
May 18, 2018  
12:00 p.m.  
Kerckhoff Hall Staterooms**

**PRESENT:** Pouria Abbassi, Teni Adewumi-Gunn, Michaela Boster, Kevin Eagan, Nathan Glovinsky, Kevin Kato, Alexandra Latshaw, Lena Riess, Navi Sidhu and Christine Wilson

**ABSENT** Jesse Torres, Lawrence Traylor and Agnes Warren

**LATE** Andrew Lewis

**MANAGEMENT:** Donna Baker, Finance Director  
Cindy Bolton, Food Service Director  
Roy Champawat, Student Union Director  
Sandi Gillespie, Association Affairs Manager  
Patrick Healey, UCLA Store Director  
Lisa Perez, Marketing Director

**GUESTS:** Melissa Morris, Daily Bruin

**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' May 18, 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' April 27, 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:

- UCLA Store Spirit Sale was very successful with \$482K in sales for the day.
- Social Media had a greater presence for the Spirit Sales compared to the one-day sale in February.
- Veggie Grill opened on May 15 and had twice the amount of sales then budgeted.
- Mr. Abbassi reminded the board about the breakfast with the Chancellor that is scheduled for May 30 at 8:00 a.m.
- Intelligentsia is on track and training will begin soon.
- Nitro coffee had been added to the coffee houses.
- Peet's Coffee is on track for completion by fall quarter.
- ASUCLA's Open House was on May 1 had very good attendance.
- Food Service is having discussions with athletics to assess opportunities for ASUCLA Catering to provide services.
- E6 Café discussions are ongoing and a walk through is scheduled for next week.
- Bruin Custom Print is follow up with contacts made during the ASUCLA Open House.
- The dining room projection wall is complete.
- The new licensing website is complete.
- The ASUCLA App is being developed and should be complete sometime in June.

## **EXECUTIVE COMMITTEE REPORT**

Ms. Riess stated the committee met on May 3 and discussed the breakfast with the Chancellor and continued to plan the orientation retreat.

## **FINANCE COMMITTEE REPORT**

Mr. Sidhu explained that the committee met on May 4 and May 11 and approved the Communications Board FY 18-19 Budget as well as the Services and Enterprises FY 18-19 Budget and Five-Year Forecast. The committee also approved a capital expenditure to remodel the Bearwear area in the UCLA Store.

## **SERVICES COMMITTEE REPORT**

Ms. Boster stated that the committee met on May 11 and heard a presentation from Bonnie Benzin regarding sustainability. The committee also reexamined the new coffee cups and agreed to start the production. The subcommittee also met after the meeting to discuss the round-up program.

## **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 concluded their business and did not meet in May.

## **FINANCIAL STATEMENTS**

### **Student-Run Enterprises April 2018 Financial Statements**

ASUCLA completed the month at \$6.3M in gross income which is \$111K ahead of last year and (\$75K) below plan. Cumulative gross margin was \$25K ahead of last year and (\$98K) below plan (driven by Services operations). Overall contribution at \$1.17M was (\$74K) below plan and (\$30K) below last year. The net income at \$300K for the month is (\$15K) below budget and at last year level.

The net income through the first 8 months of the fiscal year is \$303K better than budget and \$183K better than last year. Monthly net income for April was \$242K better than March.

Stronger than budget performance of Bearwear, Market, Used Text, E-Commerce and Custom Print Shop augmented by cost controls in wages and benefits savings more than mitigated the new text, CRS and Graduation Etc. below plan performance. It is expected that Graduation Etc. revenues will pick up closer to commencement.

Stronger than budget performance of Wetzel's/RX, Greenhouse, CSSC, Concessions and Catering partially mitigated the below plan performance of Northern Lights & Northern Campus (construction impacted) and the increased wages mainly due to the expanded training necessary for the opening and operations of Blaze Pizza. The opening of Veggie Grill in May and continued running of Nitro Coffee in Northern Lights and Kerckhoff are expected to improve the financial position of Restaurants operations.

Domestic Licensing performed lower than budget partially due to Costco returns being higher than expected and timing from prior month. Leased Operations component is expected to recover in May with the rental of LuValle space (prior Kaplan space) to UC Path.

The Association reported a cash book balance of \$14.4M for the month. Of this balance, \$1M has been reserved for capital projects, leaving \$12.3M in uncommitted cash which is (\$2.8M) less than the board-required cash reserve.

Past due accounts receivables were at roughly \$113K or 3%. Store inventories at cost were \$4.5M while inventory turns were at 4.5.

### Student-Run Enterprises May Preliminary Sales

May sales figures in the Store are positive to plan by \$16K. Bearwear is positive by \$61K and New Text is positive to plan by \$4K. Computer Store is negative to plan by (\$99K). The Health Science Store is positive by \$28K due to dental kits and medical supplies. The Hilltop Shop is positive to plan by \$16K and MTW positive by \$23K.

Food Service sales are negative to budget by (\$13K). Court of Science Student Center is \$28K positive to plan due to the opening of Blaze Pizza. Catering and Concessions are both positive to plan by \$21K and \$40K respectively.

## **SERVICES & ENTERPRISES FY 18-19 BUDGET & FIVE-YEAR FORECAST**

Mr. Sidhu made a motion, seconded by Ms. Latshaw that the Associated Students UCLA Board of Directors approve of the Services and Enterprises FY 18-19 Budget and Five-Year Forecast. Mr. Glovinsky called for a vote. The motion was approved by a vote of 8 yeas and 0 nays.

## **COMMUNICATIONS BOARD FY 18-19 BUDGET**

Mr. Sidhu made a motion, seconded by Ms. Latshaw that the Associated Students UCLA Board of Directors approve of the Communications Board FY 18-19 Budget. Mr. Glovinsky called for a vote. The motion was approved by a vote of 8 yeas and 0 nays.

## **CAPITAL EXPENDITURE-AU B-LEVEL BEARWEAR UPDATE**

Mr. Sidhu made a motion, seconded by Ms. Latshaw that the Associated Students UCLA Board of Directors approve a \$125,000 capital expenditure for an Ackerman Union B-Level Bearwear update. Mr. Glovinsky called for a vote. The motion was approved by a vote of 8 yeas and 0 nays.

## **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 12:49 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 1:12 p.m.

**ADJOURNMENT**

Mr. Glovinsky called for consent to adjourn the Associated Students UCLA Board of Directors' May 18, 2018 Regular Meeting. There being no objections, the meeting was adjourned at 1:12 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.

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Agnes Warren  
Board Secretary and Administrative Representative