



## **BOARD OF DIRECTORS**

### **Regular Meeting**

May 22, 2020

11:30 a.m.

Zoom Virtual Meeting

#### **PRESENT:**

Pouria Abbassi, Paul Abramson, Adewunmi Adelaja, Noreen Ahmed, Aidan Arasasingham, Ernesto Arciniega, Erika Bricky, Avi Oved, Jesse Torres, Siena Villegas, Frank Wada, Alexis Wells, and Steve Yu

#### **MANAGEMENT:**

Guy Adams, UCLA Store Publishing & Outreach Manager  
Donna Baker, Finance Director  
Ari Baron, Marketing Director  
Roy Champawat, Student Union Director  
Sandi Gillespie, Association Affairs & External Affairs Manager  
Patrick Healey, UCLA Store Director  
Cindy Holmes, Trademarks & Licensing Director  
Kamran Mehdian, Information Services Director  
Ravi Vail, Human Resources Director

#### **GUESTS:**

Arsh Gupta, UCLA Student  
Zeyna Faucette, UCLA Student  
Alexia Macahilas, UCLA Student  
Samahang Pilipina, UCLA Student

### **CALL TO ORDER**

Ms. Bricky called the meeting to order at 11:34 a.m.

### **APPROVAL OF AGENDA**

Ms. Bricky called for consent to approve the Associated Students UCLA Board of Directors' May 22, 2020, Regular Meeting Agenda. There being no objections, the motion was approved by unanimous consent.

### **APPROVAL OF MINUTES**

Ms. Bricky called for consent to approve the Associated Students UCLA Board of

Directors' February 21, 2020 Regular Meeting Minutes. There being no objections, the motion was approved by unanimous consent.

## **EXECUTIVE COMMITTEE REPORT**

Mr. Oved stated the committee reviewed the FY 20-21 Budget Resolution, approved the ASUCLA Board of Directors' Virtual Meetings, and reviewed the Executive Director evaluation.

## **FINANCIAL STATEMENTS**

### April Financial Statements

In April, many of the operations were closed due to COVID-19. Total sales are (\$5M) behind plan and (\$3M) behind plan on gross margin. The bottom line is (\$850K) net loss and is comparable to March. In April, the Controllables were \$1M better than budget.

The cash position at the end of April was \$10.3M and the previous month was \$11M. The drop is due to a net income loss of \$849K. Additionally, the Store brought in the required inventory for Summer and Fall classes, and large accounts payable checks went out.

The reserve is required at \$5M, currently a surplus of \$5.3M. On the accounts receivable position, \$153K aged beyond 60 days and represents 4% of the total. The inventory cost from the Store is \$7.6M, while the turn has dropped 3.85.

## **EXECUTIVE DIRECTOR'S REPORT**

Mr. Abbassi updated the Board on the following topics:

### Letter to the Chancellor

A letter of appreciation was sent to the Chancellor on behalf of the Board of Directors thanking him for his continued support of ASUCLA.

### PPE Storage

An agreement was set with the Emergency Operations Center for UCLA to use Bruin Reception Room as PPE storage.

### Face Coverings

Ms. Holmes and Mr. Healey are working on the next part of the process to provide branded face masks and face coverings to retail.

### IT-Kronos

IT updated the Kronos Time Keeping System to in-house rather than through a third-party system to reduce operating costs.

### FEMA

The FEMA application process is ongoing. Management is in discussions with UCLA is regarding bridge funding through the Fall Quarter and reimbursement from FEMA.

### Marketing

Marketing continues to work with Student Affairs, Dashew Center, and Bruin Resource Center to produce videos.

### Online UCLA Store Gift Cards

Online UCLA Store Gift Cards are now available for online purchases.

### BearWear Catalog

The Fall BearWear Catalog is making progress. Models have been photographed in BearWear on campus while observing the social distance guidelines or at home.

### Wolfgang Puck

Ms. Bolton and the Food Services group are currently looking for a new restaurant tenant to take the place of Wolfgang Puck, as the lease expires in September.

### Australian Licensee

Trademarks and Licensing signed a new licensee with a new product line launching in Australia.

### North Campus Life Safety Analysis

The Life Safety Analysis of the structure in North Campus will start next week.

### Wescom Terrace

The Wescom Terrace flooring is almost complete.

### Student Advocacy – CARES Relief Fund

ASUCLA is working with responsible parties such as Financial Aid, Student Affairs, and USAC, to identify a process to support students through available funds and grants.

### Ramp-Up Plans

Mr. Healey, ASUCLA's representative on the Ramp-Up Planning Task Team, and Mr. Wada, ASUCLA's representative on the Future Planning Task Team, provided an update regarding the guidelines to reopen campus safely.

### CalFresh

The conversion of the point of sale system has been introduced through NetSuite, enabling CalFresh to be accepted on campus.

### Academic Planning

Mr. Adams presented the current and future academic plans for faculty and students. His presentation included what technologies and academic materials are needed for continued virtual learning.

### Bruin Bound and Orientation Plans

Mr. Baron shared highlights from Bruin Bound, including the Instagram Live video with UCLA Admissions and the Sizzle Reel of ASUCLA offerings posted on ASUCLA Instagram. Mr. Baron also provided an update on the Orientation Plans and the goal for all new Bruins to sign up for ASUCLA BenefitsU.

### Pico Scooters

Mr. Baron gave a presentation on the new subscription service with SEV Electric Vehicles. The program is piloting the service with UC Healthcare Workers.

### Collaboration with Disney

Mr. Baron and Mr. Healey presented on the Fall BearWear collaboration with Disney licensing.

### Peer Navigator Program

Ms. Gillespie and Mr. Torres presented on the new Peer Navigator Program and partnership with Safe For Youth to help shelter students insecure housing and support services.

## **FY 20-21 BUDGET RESOLUTION**

Ms. Bricky made a motion, seconded by Mr. Arciniega that the Associated Students UCLA Board of Directors approve the FY 20-21 Budget Resolution. Ms. Bricky called for a vote. The motion was approved by a vote of 10 yeas and 0 nays.

## **EXECUTIVE SESSION**

Ms. Bricky 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 12:40 p.m.

Ms. Bricky 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 1:01 p.m.

Ms. Bricky made a motion, seconded by Mr. Adelaja, that the Associated Students UCLA Board of Directors approve all actions taken in Executive Session. Ms. Bricky called for a vote. The motion was approved by a vote of 10 yeas and 0 nays.

**ADJOURNMENT**

Ms. Bricky called for consent to adjourn the Associated Students UCLA Board of Directors' May 22, 2020, Regular Meeting. There being no objections, the meeting was adjourned at 1:02 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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Steve Yu  
Board Secretary and Alumni Representative