



Minutes of the Board of Directors Meeting - Monday, October 12, 2020

Attendees:

Teddy Albinak
Alondra Esquivel
Brian Beatty
Yvonne Bui (joined @ 3:27p)
Anoshua Chaudhuri
Neil Cohen
Trevor Getz
Noriko Lim-Tepper
Bonnie Li Victorino
Jay Orendorff
Jason Porth
Kal Salama
UCorp staff:
 Tammie Ridgell
 Chris Farmer
 Shae Hancock
 Anthony Victoria

- I. Called to Order via Zoom at 3:08p by the Chair, Trevor Getz

Approval of the Board of Directors Meeting Minutes for June 22 and September 21 – unanimously approved without objection

- II. No Public Comment

- III. Constituent Reports

Alondra reported that on behalf of ASI, they are looking forward to the Fall 20-21 renovation within the Cesar Chavez Student Center – inclusive of new furniture and art

- IV. Report from the Finance Committee Chair, Kal Salama

Using Beacon Pointe's Investment Report as of 9/30/2020, an update of UCorp's investment portfolio was presented:

- up approx. 5% from first quarter
- good performance re: equities, specifically large cap rebound, as well as bonds
- summarily, good recovery and rebound from decline that began this past Spring that continued through Summer
- almost a full year's return in this past period

Commented on past discussions concerning possible line of credit UCorp is in process of pursuing, noting that information is being gathered from various financial institutions



- indicated the various options may require moving banking operations and possibly investments away from present custodial status – but, would be best for UCorp if all current custody arrangements remain as they are
- Trevor mentioned that as UCorp progresses in this endeavor, an eventual recommendation to the BOD from the Finance Committee would be required
- Jason added that, having just received a proposal/information from JP Morgan Chase, UCorp was still waiting to hear from two more banks

V. Report from the Associate Vice President, Tammie Ridgell

FY2019-2020 audit has been successfully completed

- no findings noted/reported by auditors

Update of a revision to the current FY2020-2021 will be forthcoming

- \$1.9M deficit is anticipated due to an adjustment needed relative to the sources of revenue
- resulting from the campus closure/virtual-remote modality through Spring 2021
- following areas will remain static as reflected in the initially approved budget: salaries, IDC and investment performance

VI. Report from the Director of Operations, Chris Farmer

Campus activity remains slow

- at this time Station Café, Shah's Halal and Café Rosso are the only remaining vendors open to serve the campus
- in response to this slowdown, the decision has been made to waive rent for the full 2020-2021 fiscal year; whereas, in the original approved budget only 6 mos had been waived
- UCorp-run Lobby Shop remains open Monday thru Friday, but with very low sales
 - Open24 actually is performing better
- Ctrl-P continues to be performing adequately
 - additional/unplanned business opportunity providing most of the required campus signage having to do with building closures and COVID-19 protocol
 - promoting contactless services (ie.. pick-up & delivery) has helped business

Follett's Immediate Access program launched relatively recently is experiencing a higher default rate than expected, due to COVID-19 disruption

- it does not appear that there will be any improvement in the short term and in comparison to other campuses, SFSU's default rate is much higher
 - UCorp is considering possible offset of losses using funds from established annual scholarship program that awarded gift cards
 - further communication with students regarding amounts owed and possibly a 'final notice' tempered by encouraging them to apply for scholarship/aid may be beneficial
 - it may be helpful to coordinate with the Bookstore to communicate this situation with faculty
- Jason indicated that funds collected through this program are actually first allocated to the campus, for respective fees, although students may think they are actually paying for their course materials
- Kal recommended further discussion with University and clarifying Bursar's role for possible assist in dealing with unpaid amounts and collectability issues



- Brian suggested that use of such scholarship funds should be as a result of those students in need applying for this aid, as there are students who can afford this expense
 - and, also noted that there really is no risk borne by the University
 - and provided insight of other campus' default rates being lower because they may have cut-off the program
- Anousha agreed that it may prove beneficial to inform applicable faculty as to the stats of those students having received course materials and what remains unpaid
- Bonnie emphasized the importance of giving students clear information related to the fees for which they are responsible
- Trevor believed establishing a process whereby students have to apply for assistance and possibly considering some type of incentive for those that do pay
- Teddie added that the program is very beneficial in helping students to complete their courses and ultimately graduate, and reminding students and faculty the importance of paying what is owed reinforces the value of such a program

VII. Report from the Executive Director, Jason Porth

Changes in staffing to occur in November resulting from Diana Bonilla being laid-off and Kathleen Bruno retiring

- various BOD members expressed their sincere disappointment in losing Diana and extended their kind support to her even beyond her departure

As previously reported, noting that although our vendors cannot pay their rent, UCorp will continue to support them to and through the reopening of campus

In November, the CSU is to approve the large capital project re: the campus' new science building

- UCorp is slated to have a retail presence on the first floor

Continued meetings regularly held between UCorp and ASI's team of Tony, Alejandro & Veronica

- discussions relative to making the Cesar Chavez Student an optimal space for students, with UCorp giving back space previously occupied by non-student contingencies

Acknowledged appreciation to Tammie and her team in the successful completion of all the audits for all three auxiliaries, UCorp, ASI and the SFSU Foundation

Meeting adjourned by Trevor at 4:05p