

ASUC Student Union
Business Development and Finance Committee
Agenda & Minutes
Thursday, March 18, 2020
3:30 PM, virtual meeting via Zoom

Meeting Link:

<https://berkeley.zoom.us/j/9290682234?pwd=OFZ3UDg1akhrT3pmUThWdWJnNnYzdz09>

Title	Name	Present
Committee Members		
Title	Name	Yes/No
GA VP of Finance	Martin Siron	
ASUC Senator	Rex Zhang	
SU Board Chair	Brian Zhou	
EVP SU Affairs Director	Telian Espanta	
SU Finance Director	Kirsten Casebolt	
SU Board Undergraduate Analyst	Bryan Gallardo	
Ex-Officio Members		
Title	Name	Yes/No

Call to order at _3:35_PM

- | | | |
|------|--|--------|
| I. | Approval of the Agenda | 5 min |
| II. | Public Comment | 5 min |
| III. | SU 2021-2022 Budget | 20 min |
| IV. | Discussion of the Basic Needs proposal | 10 min |

- V. Discussion of the broker agreement 10 min
- VI. The [Proposal/Contract Review Matrix](#) 10 min
- VII. Transitioning Back to Campus 20 min
- VIII. Semester Plan 5 min
- IX. Adjournment

Meeting adjourned at __PM

Motion	Owner	Vote	Notes
Motion to approve agenda	Martin	Unanimous	
Motion to recognize Malaysia and Lamuel as proxies in the Executive Session	Martin	Unanimous	
Motion to exit Executive Session	Brian	Unanimous	
Motion to make a recommendation in favor of the Basic Needs Proposal	Brian	Unanimous	
Motion to adjourn the meeting			

Notes

Call to order at 3:35 PM

- X. Approval of the Agenda
 - A. Motion to approve: Martin, second: Bryan. Passed.
- XI. Public Comment
 - A. None
- XII. SU 2021-2022 Budget

A. Kristen updates:

1. Did not receive budget call from campus, nor deadline.
2. This pushes process back, but S/U still looking at putting together budget, looking at contracts, revenues, etc.
3. Some vendors have provided revenue operations
4. LSP Fee meeting in April to start preliminary conversations on LSP fee funding for S/U
5. Very dependent on deadlines for campus

B. Question regarding status of revenue estimates provided by partners + campus capacity next year

1. Bookstore revenue will be significantly lower, but higher than this current year. Revenue driven by purchases in the store, not so much online and/or textbook purchases.
2. Expecting losses: Pepsi (due to new contract), ~\$150k/yr loss over contract duration
3. Bank of the West, due to branch closure, renegotiated contract, expecting to lose ~50k/yr over next 3 years
4. Food vendor spaces have great uncertainty regarding potential revenue for FY22
5. Bear's Lair reopening is also uncertain
6. Depends also on public vs. students being allowed in vendor spaces

C. Question: how can we use this space to make the student union profitable

while not giving up on the Student Body's values

1. Broker will definitely help, and reviewing the proposal/contract matrix.
2. This committee should also evaluate in order to be more prepared for better review of proposals
3. Students/Board Members identifying potential vendors might not be best use of time.
4. Board members should not be contacting/vetting potential vendors

XIII. Discussion of the Basic Needs proposal

- A. Contract specifics but me discussed in closed sessions
- B. Motion by Martin: allow 2 proxies from Senator Telian's office to be able to discuss specifics of contracts. Seconded by Bryan. Passed
- C. Will not be taking notes, as this is now an executive session.
- D. Public facing proposal: [here](#).
- E. Motion by Brian to recommend Basic Needs proposal to the board.
Second by Martin. Pass.

XIV. Discussion of the broker agreement

- A. Kirsten: are there any concerns regarding Broker contract, please let Bahar (S/U Director) know.
- B. Broker for first floor retail space, Eshleman lobby retail space, and second floor (where 1951 is).
- C. 1951 has not indicated whether they want to vacate this space but they are also not currently under contract.

- D. Kirsten, S/U, met with Broker, and reports that it was 'positive' meeting. S/U iterated importance of values. Lots of reasons why the space might be marketable.
- XV. The [Proposal/Contract Review Matrix](#)
- A. Kirsten: this documented was started in part with discussion with Board and discussion with previous directors. There has to be a way to place important values, items, along with financial aspect in order to better review possible proposals. Operations committee created list of questions that are on the first tab.
- B. Kirsten: encourages committee to go through list and add any questions that should be included in questionnaire.
- C. We will be having a separate meeting to discuss adding items to this list that is important to this subcommittee
- XVI. Transitioning Back to Campus
- A. Kirsten: there is a lot of unknown regarding capacity in the Fall. The Ops subcommittee will be taking an active role in this.
- XVII. Semester Plan
- A. Review matrix meeting will be very important. Kirsten will set this meeting up.
- B. Additional budget review meeting - likely mid April. Rex will set this meeting.
- C. Meeting in May to wrap any final business up for the subcommittee, and for potential broker proposals. Rex will also set this meeting.



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XVIII. Adjournment 16:34 PDT.