



University Auxiliary Services at Albany, Inc.
BOARD OF DIRECTORS MEETING
Friday, September 29, 2017 - 12:00 PM
Indian Quad - Danes Den

President Christakis convened the meeting at 12:04 PM. The following Directors were present:

Ms. Alondra Berroa	Mr. Sanjay Goel	Mr. Jeff Shapiro
Mr. Scott Birge	Ms. Madeeha Khan	Ms. Latonia Spencer
Mr. Dylan Card	Mr. Stephen Pearse	Ms. Subha Tasnim
Dr. Michael Christakis	Ms. Carol Perrin	Mr. Kevin C. Wilcox
Ms. Jerlisa Fontaine	Mr. Fardin Sanai	
Mr. John Giarrusso	Mr. Lee Serravillo	

ABSENT: Ms. Karen Chico Hurst

ALSO IN ATTENDANCE: Ms. Michelle Bowen, Senior Director of Marketing & Communication; Mr. Michael Ramella, Associate Executive Director; Ms. Michelle Schifley, Senior Director of Administration; Mr. Randy Simmons, Senior Director of Finance & Business Administration; and Ms. Nancy Harrigan, Administrative Assistant

GUESTS: Mr. Kevin D'Onofrio, Sodexo Resident District Manager; and Mr. Manik Elahi

PUBLIC COMMENT

None at this time.

INTRODUCTION OF MR. KEVIN D'ONOFRIO

Mr. Pearse introduced new Sodexo Resident District Manager, Mr. Kevin D'Onofrio. Mr. D'Onofrio told the Board that he comes to UAlbany after serving for 25 years at West Point, a self-op dining program. He is pleased to be at UAlbany and looks forward to working with UAS.

BOARD BUSINESS

Seating of the Board

Dr. Christakis asked each Board member to introduce themselves and indicate their role on the Board.

2017-2018 UAS Board Membership:

- Ms. Carol Perrin – serving by virtue of position (Director of Residential Life)
- Ms. Kevin Wilcox – serving by virtue of position (VP of Finance/Controller)
- Mr. Fardin Sanai – Presidential Appointment
- Mr. John Giarrusso - Presidential Appointment
- Dr. Michael Christakis - VP of Finance and UAS Executive Director Appointment
- Ms. Latonia Spencer – UA Senate Appointment
- Ms. Karen Chico Hurst – UA Senate Appointment
- Mr. Sanjay Goel – UA Senate Appointment
- Mr. Scott Birge – UA Senate Appointment

Mr. Lee Serravillo – serving by virtue of position (Executive Director, Alumni Association)
Ms. Jerlisa Fontaine – Student Association President
Ms. Subha Tasnim – Student Senate Chair, Designee
Ms. Alondra Berroa – Student Association Appointment
Ms. Madeeha Khan – Student Association Appointment
Mr. Jeffrey Shapirio – ASDAC Representative
Mr. Dylan Card – Graduate Student Association President

Election of Officers

Mr. Wilcox nominated Dr. Christakis for President, seconded by Ms. Perrin. Dr. Christakis accepted the nomination. There were no other nominations. Dr. Christakis was unanimously elected President.

Mr. Shapiro nominated Ms. Fontaine for Vice President, seconded by Mr. Card. Ms. Fontaine accepted the nomination. There were no other nominations. Ms. Fontaine was unanimously elected Vice President.

Mr. Wilcox nominated Ms. Spencer for Secretary, seconded by Ms. Berroa. Ms. Spencer accepted the nomination. There were no other nominations. Ms. Spencer was unanimously elected Secretary.

Committee Assignments

Dr. Christakis advised the Board that he would not be seating a Governance Committee this year and, if needed, the Executive Committee would serve in that capacity. Dr. Christakis then proposed the committee membership list for the year (see attached). Mr. Birge made a motion to approve the committees as proposed and Ms. Tasnim seconded the motion. The committee list was approved.

Approval of Board Meeting Minutes

Ms. Tasnim made a motion to accept the May 11, 2017 Board meeting minutes. Ms. Berroa seconded the motion. The motion was approved with one abstention.

Ms. Berroa made a motion to accept the July 10, 2017 Board meeting minutes. Ms. Perrin seconded the motion. The motion was approved with one abstention.

EXECUTIVE DIRECTOR'S REPORT

Campus Center Opening

Mr. Pearse provided an assessment of the first 23 days of business for the newly opened Campus Center. In a comparison of sales volume by venue, the Fountain Grill recorded the highest total sales for all tenders, followed by the Halal Shack and Star Ginger. Mr. Pearse reported that a comparison of Campus Center sales from the Fall of 2014 (before renovations began to the Campus Center) to Fall of 2017 showed that Discount Dollars were performing as hoped with a 78% increase in retail sales.

Mr. Pearse noted in response to questions that the Faculty/Staff Plan provides a percentage decrease in costs for certain purchases, but that full prices on campus are comparable to off campus pricing for similar products.

Mr. Pearse reported that work was continuing to maximize space, lighting and signage in the new retail area and that they were looking at creating a sweet shop in the 518 Market. The suggestion was made to add monitors that would give real-time information about which venues were open.

Meal Plan Update

Mr. Pearse provided information on meal plan purchases and voluntary deposits comparing 2016 to 2017. Voluntary meal plan purchases show an increase of 350 from last year and voluntary deposits have increased 571% from last year. Mr. Pearse also reported that a change to the My Choice plans is being considered to lower the overhead amount and increase the Discount Dollars amount.

Colonial Quad update

Mr. Pearse presented data for Colonial that shows a 52% decrease in transactions from the same time period last year. Mr. Pearse led a discussion on the anticipated closure of Colonial and it was agreed that dining at Colonial needs to continue to be tracked and watched to know how to proceed.

Construction/Renovation Updates

Mr. Pearse presented pictures of the Tully's on-going renovation and reported that opening is anticipated for October 29, 2017. The renovation of the original Cusato's location is nearly complete and opening will be next week; the Alumni Food on Demand renovation is also nearly complete and close to opening.

Pepsi Contract

Mr. Pearse reported that the final draft of the Pepsi contract has been sent to attorneys for review.

Barnes and Noble Storefront Signage/Name

Mr. Pearse reported that the bookstore renovation is on track for summer 2018. The Board confirmed that the bookstore should be branded as a Barnes and Noble store, rather than simply *The University Bookstore*.

Sodexo

Mr. Pearse noted that Sodexo did a good job with the fall opening of the new retail venues and that recent changes to Sodexo personnel, including Kevin D'Onofrio as the District Resident Manager and Jeff Kurto as the General Manager for Retail were significant factors in their success. Mr. Pearse noted that we are in fifth year of a 5/ 5 year contract with Sodexo and asked the Board to consider providing a confirmation to Sodexo that UAS would be extending the contract for another 5 years when the initial 5 year period ends in June 2018. Dr. Christakis referred the item to the Services Committee for review, and to bring back a recommendation to the full Board,

NEW BUSINESS

Ms. Fontaine raised the concern that more microwaves are needed in the Campus Center. Mr. Pearse explained that the issue that comes up is who is responsible for cleaning them. Mr. Birge commented that there are two microwaves in the Campus Center East extension and one in the commuter lounge.

Dr. Christakis congratulated Ms. Berroa on her election to the University Council.

PUBLIC COMMENT

None at this time.

ADJOURNMENT

Ms. Berroa made a motion to adjourn, seconded by Mr. Goel. The meeting adjourned at 1:13PM.

Respectfully Submitted,
Latonia Spencer, Secretary

UAS Committees 2017-2018

Finance	Services	Program
Alondra Berroa	Scott Birge	Scott Birge
Jerlisa Fontaine	Dylan Card	Dylan Card
John Giarrusso	Karen Chico Hurst	Karen Chico Hurst
Carol Perrin	Madeeha Khan	Jerlisa Fontaine
Lee Serravillo	Carol Perrin	Madeeha Khan
Jeff Shapiro	Fardin Sanai	Latonia Spencer
Kevin Wilcox	Lee Serravillo	Subha Tasnim
Michael Christakis	Jeff Shapiro	
	Subha Tasnim	
	Sanjay Goel	