

**Minutes SASA Executive Directors Meeting
10/20/15**

Minutes from the March 19, 2015 meeting were accepted.

Treasurer Report

We currently have \$61,231.47 in our account

Video call with Terry Gilbride of Hodgon Russ, LLP

By Laws

3 bills were proposed by New York State only one passed into law.

We discussed the need to have at least one member of our board be “independent”.

Discussed the need to get compliant soon.

Blind Association Vending

Terry reported on a meeting with SUNY and Child and Family Services(CFS).

While legally CFS does not have a great legal case the politics may dictate the ASC may have to strike a deal paying the Blind Association some monies.

The group agreed to wait till SUNY responds to CFS to see our next steps.

MWBE

Terry said that currently this is not being pushed by SUNY but may still come back.

We discussed the issues around trying to comply with this initiative along with other state initiatives(Taste of NY, Buy Local, etc.).

Salary Survey

Dave suggested this gets revisited by the HR Committee.

Website

Dave updated the group on the new website and why it had to get moved to U of B.

He wanted to acknowledge Kevin & Leslie and their hard work on the old site.

Annual Meeting

Jeff updated the group that there will be two guest speakers.

Registration is now open.

Officers

Discussed the need for new officers including VP.

Lobbying

Group agreed that the Executive Committee will hold a call with a lobby firm to get more information.

SASA Bookstore Group

Fall SASA Bookstore Work Group

Four campuses in attendance: Cortland, Oneonta, Fredonia, New Paltz

There was lots of conversation with Sean from New Paltz regarding the changes from Nebraska to Follett.

The pro/cons of self op vs lease stores. The group shared in detail what being self op means as opposed to being a lease store.

The stores in attendance all reported an increase in online sales. We also discussed how a decrease in enrollment is affecting our campus/stores.

We then toured the SUNY Cortland store. Saw and talked extensively about the new counter service textbook department as well as the addition of package services to the store.

Explored the merchandise floor and reviewed the current best sellers. Thank you Terry, Jennifer and the rest of the Cortland store staff.

Campus Roundup

Monroe Community College

- MCC extended its food service contract with Sodexo for an additional 5 years.
- MCC has a new vending contract with Servomation. Contract includes two Taste of NY machines as well as special machines with MCC Athletes for the field house. All machines accept credit and debit cards as well as apple pay and google wallet.
- Housing and Residence Life is moving its main office from the central Brighton Campus into Canal Residence Hall. Housing opened and continues to operate at 100% capacity.
- Planning continues for the New Downtown Campus. Asbestos abatement is complete. Construction has begun with an anticipated opening of Fall 2017. The campus will include a full food court as well as bookstore. The new campus is located in part of the old Kodak building.
- The Association in collaboration with MCC and the MCC Foundation to implement a national grant program for students call Dreamkeepers. Dreamkeepers help students with emergency expenses that might make them need to leave school. The program kicked off in October and has since helped multiple students remain enrolled.

Cortland

- Enrollments are down
- All meal plans became unlimited access in January with the opening of the Bistro
- College store has moved to counter service
- NY Jets did not return this year
- Installed Shop24's new interface in the spring which has greatly improved performance and reduced down time

Farmingdale

- Our President announced his retirement effective 7/1/16. The campus is conducting a search using the services of a company Academic Search to assist in the process.
- We are going to bid for our bookstore contract which expires in May 2016. We are using the services of a consultant, CBC Consulting, in this process. The lead contact is Tom

Byrne, who has impressed the board with his insights into all the changes occurring within the bookstore industry.

- We are conducting a campus survey to identify a new national brand concept for the Campus Center. The college has a contract with Campus Labs, so we are utilizing Campus Labs to facilitate the survey.
- I was going to inquire what/if any campus uses quickbooks, and if they received a sticker shock for the renewal?
- We submitted our revised bylaws to system admin in March 2015, awaiting approval. Our attorney drafted new bylaws to be in compliance with Not for Profit Revitalization Act. We updated our conflict of interest policy and created our own whistleblower policy.

Alfred State

- Enrollment is flat at 3660.
- 2.5% increase in cost meal plans (e.g.: 18 meal plan + \$125 dining dollars =\$2465)
- 2015/2016 budget has 400 meal plan scholarships as Program Support = just over \$1 million
- We are ending our relationship with Friendly's café after 18 years. Mostly due to their failure to be able to provide twice-weekly deliveries to Alfred. As they have closed many of their locations throughout our area, the delivery issue was a deal breaker for us. We plan to simply replace this operation with our own self-operated (yet to be determined) dining operation.
- Working through Taco Bell & Pizza Hut brand franchise to avoid Fast Food minimum wage issue.
- Labor negotiations with CSEA will begin in January as our current 5-year contract comes to an end in May. Talks will center around the minimum wage increase possibilities and changes to health insurance.
- Design work continues on a renovation project on a 1000 bed residence hall facility which includes another of our dining operations. We will be serving approximately 800-900 meals per day in the new operation.
- In an effort to create surge space during construction and beyond, there is also another new 60-65 bed residence hall being constructed at the opposite side of campus closer to the college's Vet Tech and Farm property.
- Dining Services is creating a new strategy to be fully engaged with Concessions which includes not only outdoor competitive sports, but a newly designed hiking area & tubing area. Over the years, we agreed to allow concessions to be run by the Athletic Department for their various team fund raising efforts.
- Alfred State hosted the 2015 STEM Summer Institute this past summer, and was actually the second year in row but, they are moving downstate next summer.
- We have had some recent defined benefit pension funding issues resulting from actuarial data calculations being incorrect. We are working a strategy for a corrective course of action along with legal actions against our former actuarial firm.
- All stand-alone credit card readers have been fully upgraded for PCI/DSS EMV/P2PE compliance.

Alfred State College info:

Sustainable Advanced Manufacturing Center (SAMC):

The College is working with the Construction Fund on the SUNY 2020 grant to build this center on the Wellsville Campus. It would house the Machine Tool and Welding programs currently located at Dresser-Rand.

It would require a 30-year lease for the 3.5 acre property with the state. The state can't build on property it does not own or lease.

Bio-refinery Development and Commercialization Center (BDCC)

State Sen. Catharine Young, R, C, I-Olean, announced Thursday that she has secured \$1 million in state aid to help establish the Bio-refinery Development and Commercialization Center (BDCC) on Alfred State's School of Applied Technology campus in Wellsville.

The proposed BDCC will be used to further advance research of the Hot Water Extraction (HWE) process, which extracts useful chemicals from natural products, and take the current successful HWE process, developed in the laboratory at the SUNY College of Environmental Science and Forestry (ESF), to a commercial level. The chemicals can be used for a number of industrial products and the remaining cellulose material can be used for pellets and products used in structures. HWE is the process through which an industrial-based concept known as New Forest Economy (NFE) uses natural resources.

New STARTUP-NY business linked to Alfred State formed

Sponsored by Alfred State, TDG Wood Products, LTD will manufacture a new line of micro/micron cooking wood chips under the brand name SmokinLicious® Gourmet Wood Products. The cooking wood chips will be new products and trademarked as Minuto and Piccolo Chips, respectively.

SUNY Poly

- Update to our snack vending machines to offer more healthier snack options and making the machine in our field house 100% healthy snack items.
- Working with snack vendor to promote the healthier snack option with awarding a gift card to a random purchase of a healthy snack item.
- Promoting more local products in our dining and retail facilities.
- Had a Taste NY event on campus earlier this semester in conjunction with our Thursday local meals kick off. Meals are made with all local products.
- Working on updating our intranet site and rebranding.

Delhi

In service learning.

Dr. Sandra Johnson and I have worked together on an in service learning project centered around her class "The politics of food". Ultimately we toured local farms, discussed procurement channels, cost impact, environmental impact etc. Then we toured Maines which is of course the extreme other end of the spectrum. Then we engaged the students to come up with a menu based on local foods for a themed dinner. On the night of the dinner the participating students wear event themed t-shirts and help with the preparation and serving of the food.

Produce including apples.

We do purchase in season local produce including local apples, kale and cider.

Local bagels / rolls

Although it has been a process we are proud to say that all of our bagels, burger rolls and sub rolls are purchased from Bagels and Cream. Bagels and Cream is a bagel shop literally across the road from us. The basic structure of these excellent products is that we will pay what our broadliner charges. These helps keep a realistic price that we can afford and affords them much appreciated volume business during their down time.

Sausage

CADI purchased a seven thousand dollar sausage stuffer for the hospitality department. We purchase various sausage from them the uses one hundred percent local meats. The really interesting point is that we pay two dollars per pound for the sausage which is the approximate cost of the sausage that they prepare. The approximate cost of bratwurst, Tuscan basil sausage etc. is four dollars per pound. The difference, two dollars per pound is applied to the cost of the stuffer. When the stuffer is paid for the difference will go toward the hospitality department.

Local Maple Syrup

We use Doc Stanton's maple syrup in our C-Store and as birthday give away presents and LTO's.

Local pumpkins

For our pumpkin carving contest we purchase all local pumpkins.

Potsdam

Students seem happy with the level of services we provide Enrollment and meal plan numbers are down Looking at renovation projects for Dining Services and College Store College Store sales continue to decline Set up a long range planning committee to coordinate renovation plans and discuss succession plans for the future.

Purchase

- Meal plan enrollments are down
- Contrcat was sogoned with Folflett for our bookstore
- We merged our card office and parking office into one location
- We finished renovations on our C-store

Westchester Community College

- Westchester Community College is working with a Dining Services consultant, Envision Strategies to help achieve a significant increase in customer satisfaction as it relates to food quality, quantity, variety (healthy options), presentation, price, national brands and overall perceived value.
- Dr. Belinda S. Miles was appointed to the position of President of Westchester Community College and started at the college in January 2015. Dr. Miles was previously Provost and Executive Vice President of Access, Learning, and Success at Cuyahoga Community College (Tri-C). This nationally known academic leader has nearly three decades of experience in higher education, primarily at the community college level.

P.Savolskis