

**Minutes SASA Executive Directors Meeting**  
**1/7-8/2016**

1/7/16

Meeting started with introduction of Jeff Mcgrath and Leanne Hamlin from SUNY Central Office.

Dave framed the discussion with the questions the Directors had on:

1. Buy from the backyard
2. Food service waste reduction act
3. MWBE requirements

Jeff started out covering the two bills proposed in the general assembly did not pass: Food Waste & Buy from backyards.

Jeff talked about our group having a government relations committee.

Dave talked about meeting the group from California who are set up similar to our ASCs and how they lobby the CA government.

Jeff talked about the impending MWBE requirements.

- He indicated this was a high priority for the governor's office.
- Pamela Swanigan who coordinated MWBE for SUNY was given our questions. Her answer are attached to the minutes.
- Bottom line we will be included into the MWBE requirements.
- Jeff tried to explain how we will have to comply.
- Dave asked the group to send Patrick the questions we would have on MWBE so we could present them to Pam from SUNY
- Discussion also centred around meeting with Pma to explain our position.
- A lengthy discussion ensued about how we could comply with these requirements. the concerns raised boiled down to a couple of concerns: available vendors, reporting, increased cost to our campuses and lack of clear guidelines.

Discussion then turned to the minimum age law and the impact at many of the campuses. Concerns were raised how the new rates will drive up costs and prices. Concern that the new minimum wage would hurt recruiting for student staff.

Dave asked EDs to send Patrick talking points around the minimum wage increase with quantitative numbers.

Mark Scott volunteered to serve on a government relations committee. Peter Napaolitano, Brian Marhaver and Darin R. A. Schultz also volunteered.

There was discussion around the new by-laws guidelines. Jeff mentioned ASC can pull out references in the guidelines to the Chancellor appointing board members.

Jeff mentioned we may get amendments to our contracts before they all have to be renewed.

Leanne then covered the financial reports for the ASC to SUNY central.

- Some question were raised about categorizing those ASC that have defined pension plans.
- Over all the ASC were in a good financial position.

Jeff then spoke about a new risk management program coming out of SUNY central.

Mark talked about SUNY response to the blind association move on the campus vending program.

Minutes from last meeting were approved.

Treasure gave her report.

- Conference looks like it will bring in more money.
- Jeff commented that the vendors liked the new BINGO game.
- Report was approved.

Elections of officers-thanks to Dave for his hard work

- President-Jeff Brady
- VP-Dana Wiese
- Secretary-Pat Savolskis
- Treasurer-Ginny Geer-Mentry
- Member at Large-Dave Sklar
- Member at Large-Rich Bentley
- Member at Large-Sтивен Deutsch

Dave mentioned the survey we ran seemed the EDs want to meet more.

1/8/16

Talked about holding the next meeting in March at UB during NACUFS.

## **Campus Updates**

### SUNY Polytechnic

- RFP dining going out soon
- Updating their internal intranet site
- Pepsi is updating their equipment on campus
- Working on interesting healthily snaking

### Oneonta

- Trying to upbuild a new bookstore building bid came in too high, it has been problematic as the lowest bidder did not meet the MWBE requirements. Hopeful to start construction in the spring.
- Auditors checking on PCI compliance
- Enrollment is good.

### Binghamton

- Sedexo contract was finalized for 10 years
- Nooktore contract under review.
- Looking at strategic plan for dining.
- Enrollment is on track
- Developing a capital plan
- Finalizing the start up of ASC

### Cobleskill

- New President at the College
- downtown store leases is up
- Pouring rights contract is up
- Shop 24 was removed

### Monroe CC

- Enrollment is down
- Bookstore is impacted by new open source textbook (OER) which is hurting sales.
- Looking for a Director of Residence Life & Housing

### Purchase

- New cinema arts building
- Amending contract being amended

### Morrisville

- New President
- Refund on housing bonds
- Trying to find a new bank
- Brewery should open soon
- working on minimum wage issue

### Potsdam

- Diversity Issues
- Possible impact on enrollment
- Capital Projects-Funding Process
- Long Range Planning Committee--just getting started

### Westchester CC

- New President
- They are working on connecting the bookstore & student ctr
- Bookstore sales are down.
- Working on dining study

#### Adirondack

- Drop in enrollment
- New President in 2nd year in office.
- Trying to renovate their Science building
- Vacant VP for Academic Affairs

#### U of B

- NACUFS regional conference coming up
- Finishing up the International Market concept
- started a pride of NY vending program, then they learned it should be Taste of NY
- Some concern where meal plan rates may end up as increases seems likely
- Building out a coffee cafe in the library
- Buying a 2nd food truck
- They have had success running a campus rewards program to combat credit card fees

#### Geneseo

- New President
- Some demonstrations on campus by different student groups around diversity issues
- B&N sales are good except for books ;)
- Finalized 10 year deal with Coke

#### Albany

- Renovation to student center
- Renovation to 3 dining locations at once
- Stopped providing meal exchange in retail locations due to decrease in retail locations

#### Fredonia

- Enrollment is down
- Fighting to keep meal plan rates low
- Had to perform staff reductions due to budget constraints
- Pepsi pouring rights contract is up for bid
- Thinking about only carrying self produced books and leaving the rest to the internet
- 10 year refresh of their Starbucks is being planned

#### Delhi

- Enrollment has been good
- Started using Chef Tek for menu management
- The student center has been dropping in popularity so they have been doing more programming in the unit to drive foot traffic

### Herkimer CC

- New President
- Bookstore going to self-op

### Brockport

- New President
- This year BASC Dining Services celebrated Thanksgiving with a Farm to Table Harvest Celebration which showcase the many local foods produced in our area. We also partnered with the campus Community Development department to collect clothing and toiletries for migrant farm workers.
- This summer the campus will start a 2 year construction project to upgrade the utilities infrastructure on the north side of campus. This will impact summer program conference programs.
- Enrollment and meal plan sales are projected to be flat YOY

### Oswego

- Dean of Students did a good job of staying ahead of diversity issues on campus

### Alfred

- Enrollment remained flat at 3660 this past fall with a goal of 3-4% increase by College President for fall 2016.
- We are ending our relationship with Friendly's Café Corporation 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 have replaced this operation with our own self-operated (Alfie's Eats & Treats) dining operation featuring Perry's Ice Cream. Brian Perry, owner, is an Alfred State graduate.
- Working on ending our franchise agreements with Taco Bell & Pizza Hut.
- Labor negotiations with CSEA will begin January 13th 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. Using a new labor attorney this contract from Harris Beach, LLC in Rochester, NY.
- Design work is complete for 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. Purchase of a food truck is part of the overall strategy for the future.
- All stand-alone credit card readers have been fully upgraded for PCI/DSS EMV/P2PE compliance.

