



Minutes of the 188th Meeting

Board of Directors Meeting
Sheridan Student Union Incorporated (SSUI)

Date: Thursday, October 13th 2016

Time: 7:00 PM

Location: SU Board Room, Davis Campus, Sheridan College

Directors Present: Ben LeBlanc, Vice-Chairman of the Board
Aadesh Puri, Secretary of the Board
Navnit Bains, Director, HMC
Gunjan Arun Makwana, Director, Davis
Tyler Bogaert, Chairman of the Board

Directors Absent:

Ex-Officio Members Present: Sylvia Ibrahim, President
Jamie King, General Manager

Ex-Officio Members Absent: Maria Lucido-Bezely, Dean of Students, Sheridan College

Guests Present: Katie Di Ilio, CRO & Special Projects Coordinator
Jenna Pulver, Leadership and Engagement Coordinator
Enrique Ponce, EVP, HMC
Azhar Ali, EVP, Davis
Anders Gatten, EVP, Trafalgar
Richard Mohorovich, Student
Raymond Luk, Student
Nick Grewal, Student
Faiza Rana, Student
Shubham Ambalia, Student
David Siringo Ringo, Student
Rohit Kumar, Student
Kalveer Singh Dhillon, Student
Madhav Bhasin, Student
Ed Morano, KAIZEN
Nicole Pin, KAIZEN

Guests Absent: N/A

- I **Call to order:** at 7:00PM by the Chairman
- II **Quorum:** Five Board members present (four required).
- III **Approval of Meeting Agenda:**

- **Be it resolved that the SSUI approve the 188th Meeting Agenda.**
 - First by Aadesh, Second by Gunjan : **Motion Carried**

IV **Approval of the Meeting Minutes:**

- **Be it resolved that the SSUI approve the 187th Meeting Minutes.**
 - First by Tyler, Second Ben, **Motion Carried**

V **KAIZEN Presentation:**

- What makes business sense in terms of food services on the HMC Campus, including the competition, the food venues that surround it, the college's food services, and in light of the historical performance in the food business that the Student Union has seen so far.

- Quantity of venues and size of venues, and the food venues that the board decides to employ
- Ed goes through the introduction and scope by outlining the past
- Ed describes the current retail landscape (specifically what items are on campus in HMC1 and HMC2 (to be opened), as well as around the campus such as in Square One Mall
- He describes the current and future demographics and compares them to the other two campuses
- The current operations, financial indicators The SSU current food venues and pubs at Davis and Trafalgar campuses fall within the benchmark ranges
- He describes that the food venue revenue is growing, the alcohol business is declining
- Historical Financial performance- was to show in the past that there was a net loss in the Food and Beverage operations, however now the business is at a break even.
- There has been dialogue with the students around their expectations – club space, gathering space, bistro, bar etc.
- For HMC population estimated 2017-2018- The estimated revenue (\$1400-\$2900) generated in sales in food venues only (which are noteworthy, because it means that they are around the right sweet spot)
- He then goes through the financial scenario and discusses the risk of each
- He outlines that a full bar is much more risky than a bar without table service. (Outlining the bars nearby Square One)
- He describes their recommended model
 - Café with tuck shop,
 - Combined grill and burrito concept
 - A bar and
 - Booster juice / smoothie concept
- He also shows some visuals to see how some of the venues could look
- Ed discusses the space planning, and the square footage would be needed for the venues outlined
- He identifies if they entered into a full scale pub, it could be immediately at a deficit of 150,000 annually.
- From a financial perspective, you would only need to generate \$1,000 daily to breakeven (which is lower than what they are currently making at Davis and Trafalgar)
- Total projected revenue for the food venues (not bar) is \$2,000

VI KAIZEN Discussion:

- The board is interested in the surrounding venues in both HMC2 and HMC1 and Square One
- Was there any indication about how much food options they wanted?
 - No, more so along the lines of the types of foods offered
 - Healthy options, variety, quality, tuck shop
- Boost- is that something that we could work into adding to this?
 - Ed recommends that they use these, but doesn't allow the infrastructure doesn't limit that
- Is catering taken into consideration?
 - Yes the kitchen is able to accommodate that
 - The bar also is useful for catering and event space
- Tensions between the college food spaces and ours?
 - Tensions possibly on the building more than the food, however, we should set boundaries with the college
 - Jenna adds that this space is already in discussion with the school, and they know its coming
 - Jamie discusses the importance of this having a scalability
- Navnit asks about the bar and the competition
 - They have looked into this, and they think it is helpful for any events or things they do (the limits are more so in the full service concept)
- Gunjan wants to know about the franchising options, and why choosing this over having our own option.
 - Brand fatigue also exists, and student unions add a unique flavor
 - Booster juice concept generate a large sale and high margins
 - Having at least one brand as a draw is very good, and allows you a flexibility to expand your bar, or burrito program
- Is there potential to become a full service bar?
 - Yes, working with the architects to create adjacencies
- What are your thoughts on a community kitchen?
 - Unused space a lot of times, doesn't usually work, however you should allow the opportunity to have this space function
- Low risk, versatile recommendation
- Ben asks how many students will be employed by these services

- Ed goes through the numbers based on the shifts that are given

VII HMC2A Commitment Discussion

Jenna informs the board about the challenge that has been brought up, (not having a loading dock on our building due to limitations of the City of Mississauga) and the need to mitigate any issues that are to come up in the future from this challenge.

- **Be it resolved that the SSUI Board of Directors take the motion off the table.**
"Be it resolved that the SSUI Board of Directors be committed in principle to funding the construction of the Mississauga HMC 2A building project, with costs to be determined as soon as reasonably possible and shared proportionately between SSUI, Sheridan Athletics and Sheridan College.
First, Ben, Second, Tyler, **Motion Carried**
- **Be it resolved that the SSUI Board of Directors be committed in principle to funding the construction of the Mississauga HMC 2A building project, with costs to be determined as soon as reasonably possible and shared proportionately between SSUI, Sheridan Athletics and Sheridan College.**

First Ben, Second, Gunjan, **Motion Carried**

VIII Other Business

Richard brings up the issue of Wifi on the shuttle bus.

- They are aware of the issues with the shuttle bus – it is an add on.

IX Adjournment:

A. There being no further business,

- **Be it resolved that the SSUI Board of directors adjourn the 188th meeting at 8:41pm.**
 - First by Ben, Second Tyler, **Motion Carried**

B. Meeting adjourned at 8:41pm

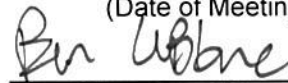
Respectfully submitted by,



Aadesh Puri
Secretary of the Board

Adopted by the Board in the meeting

of Oct. 20th 2016,
(Date of Meeting)



(Signature of Board Chair)

