



Food Services



Presented on May 8, 2019
Natalya Brown, Chief Financial Officer





Declining Fund Balance – Enterprise Fund

	Ending fund balance									
	FY19 to 04/30/2019	FY 18	FY 17	FY 16	FY 15	FY 14	FY 13	FY 12	FY 11	FY 10
Bookstore	316,416	334,994	345,727	404,416	684,710	972,217	1,113,796	1,364,540	1,255,968	925,870
Cafeteria	(27,754)	(10,854)	74	(118,904)	(122,687)	(61,773)	(3,814)	10,957	(11,154)	(20,113)
Catering	(234,544)	(207,855)	(206,084)	(164,030)	(58,505)	(5,394)	161	12,519	12,689	-
TOTAL	54,118	116,285	139,717	121,482	503,519	905,049	1,110,142	1,388,017	1,257,503	905,757
Bookstore transfers to Cafeteria	-	-	114,508	-	50,000	50,000	50,000	50,000	50,000	50,000
Bookstore transfers to Gen. Fund	-	-	-	250,000	300,000	200,000	475,000	175,000	75,000	75,000





Cafeteria Operations

	FY 19 YTD	FY 18	FY 15*	FY 12*
Sales	\$ 79,373	\$ 114,815	\$ 168,226	\$ 265,194
Labor	\$ 47,124	\$ 52,680	\$ 113,322	\$ 110,603
Fringe	19,744	16,478	52,813	47,935
Bank Charges	1,657	3,767	7,762	9,466
Other	963	10,509	16,198	7,345
Food and Beverages for Resale	26,784	42,310	89,044	117,732
Total Expenditures	\$ 96,272	\$ 125,744	\$ 279,139	\$ 293,082
Operating Gain / (Loss)	\$ (16,900)	\$ (10,929)	\$ (110,914)	\$ (27,888)
Beginning Fund Balance	\$ (10,854)	\$ 74	\$ (61,773)	\$ (11,155)
Ending Fund Balance	\$ (27,754)	\$ (10,854)	\$ (172,687)	\$ (39,043)
Average Daily Sales	\$ 502	\$ 461	\$ 404	\$ 570

**No Transfers in reflected in data*

FY19 data is through April 30, 2019





Cafeteria Operations Survey Summary

- 98 employees and 49 students responded;
- Students: 77% use cafeteria, 23% don't;
- Employees: 82% use cafeteria, 14% don't.

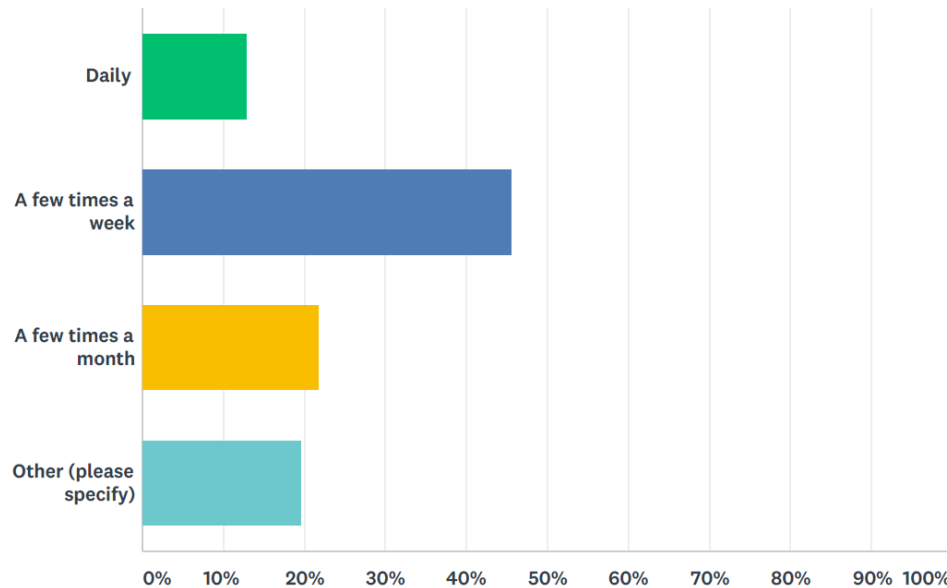




Cafeteria Operations Survey Summary – Student Responses

Q2 If you do buy food from the Cafeteria, how often?

Answered: 46 Skipped: 3



ANSWER CHOICES	RESPONSES	
Daily	13.04%	6
A few times a week	45.65%	21
A few times a month	21.74%	10
Other (please specify)	19.57%	9
TOTAL		46

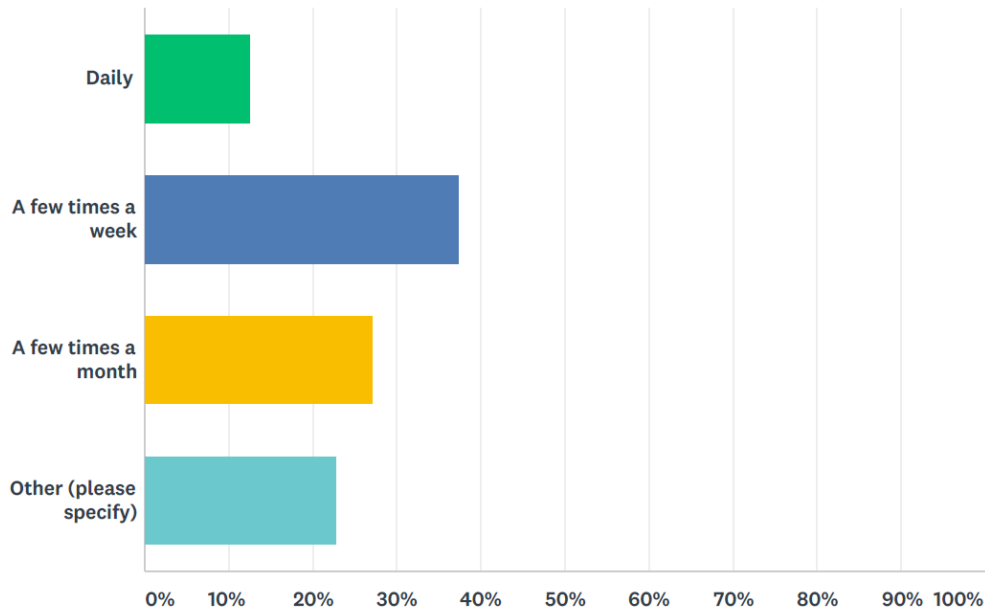




Cafeteria Operations Survey Summary – Employee Responses

Q2 If you do buy food from the Cafeteria, how often?

Answered: 88 Skipped: 8



ANSWER CHOICES	RESPONSES	
Daily	12.50%	11
A few times a week	37.50%	33
A few times a month	27.27%	24
Other (please specify)	22.73%	20
TOTAL		88





Cafeteria Operations Survey Summary

Ideas	Employees	Students	Total	Percent
Bring Food trucks on campus	6	3	9	41%
Create Mini Market with a variety of options, pro vending	2		2	9%
Bring Culinary program back		2	2	9%
Create a coffee shop in Bistro	1		1	5%
Food Service/Bookstore should not be for profit add tuition for sustainability	1	1	2	9%
Would eat more in cafeteria if menu was advertized in advance	3		3	14%
Patner with Blue zones		1	1	5%
Expand Bookstore with food offerings from caterers	1		1	5%
Keep Cafeteria with unversal high-quality limited menu with daily specials	1		1	5%
	15	7	22	100%





Cafeteria Operations Survey Summary

Comments	Employees	Students	Total	Percent
Do not close cafeteria/ it is a place to socialize, study, network	8	10	18	21%
Cafeteria is too expensive to eat at	6	15	21	25%
Do not use cafeteria as they are closed when I am on campus	1	3	4	5%
Need access to affordable and nutritious food/meals and hot meals	3	2	5	6%
No to vending machines - preference to hot food, won't buy otherwise	5	1	6	7%
Cafeteria provides good quality food options	2	2	4	5%
Cafeteria doesn't provide good quality food, no vegan , healthy, spicy	5	12	17	20%
Convenience of cafeteria	3	1	4	5%
Poor customer service	1	2	3	4%
Will always bring my own lunch	1	1	2	2%
	<hr/> 35	<hr/> 49	<hr/> 84	<hr/> 100%





ASUCC Student Poll, May 2019

Do you purchase food in our cafeteria?

Yes	27	79%
No	7	21%

How do you feel about the possibility of the cafeteria closing?

Hardship for students	12	35%
Not good/sad/unhappy	13	38%
Angry	2	6%
Poor allocation of college funds	1	3%

What are some barriers that you foresee if the cafeteria closes?

Hungry students	12	35%
Fewer choices for food	8	24%
Inconvenience	11	32%
Wasted use of kitchen	1	3%

What do you want for food services moving forward?

Less expensive items	12	35%
Healthier choices	12	35%
Hot food choices	3	9%
More options	5	15%
Exotic/distintive choices	2	6%
Choices for those with allergies	1	3%
Quality over quantity	1	3%

Any thoughts or comments that you'd like to share about the Food Services/Cafeteria?

Love the employees	5	15%
Happy with cafeteria as is	5	15%
Need a place to socialize	4	12%
Appreciative	1	3%
Use Job Corps as servers	1	3%





Food Services at Peer Colleges

College	How your College food is provided
Blue Mountain	Contracted (outsourced)
Central Oregon	Contracted (outsourced)
Chemeketa	Contracted (outsourced)
Clackamas	Contracted (outsourced)
Clatsop	Contracted (outsourced)
Columbia Gorge	Contracted (outsourced)
Klamath	Contracted (outsourced)
Lane	Contracted (outsourced) as of FY20
Linn-Benton	Culinary program
Mount Hood	Contracted (outsourced)
Oregon Coast	In-house through Bookstore
Portland	In-house
Rogue	Contracted (outsourced)
Southwestern	In-house (culinary program)
Tillamook Bay	No Service
Treasure Valley	Contracted (outsourced)
Umpqua	In-house

- Out of 17:
 - 11 contract out
 - 5 in-house (2 through culinary program)
 - 1 no service provided





Food Services Considerations

- Provide variety of menu choices that include fresh, hot meals (not just microwavable options);
- Provide affordable options;
- Keep the space open to socialize, study, eat, network;
- Consider sustainability.





Food Services Proposal

- Partner to bring a micro market that offers various items, including limited hot options (ex. soups, pizza, etc.);
- Bring food trucks during high peak times;
- Provide variety of menu items.





Micro Market Concept

Dynamic Merchandising

- Proprietary system tailors our product mix to client tastes
- Serviced at least weekly or more often

Benefits Include:

- Increased product variety
- Self-checkout with multiple payment options
- Powered with the latest in cashierless technology, ensuring a convenient, secure transaction every time.





Questions?

