

# MINUTES

## BEACH SHOPS

### BOARD OF DIRECTORS MEETING

Friday, April 24, 2026 – Anna Ngai Alumni Center, D'Reams Boardroom

**Members Present:**

Scott Apel	Dr. Beth Lesen	Milton Ordoñez	Dr. Nancy Dayne
Andre Achacon	James Ahumada	Sonny Ciampa	Shelton King, Jr
Kim Nguyen			

**Absent:** Dr. Virginia Gray

**Staff Present:**

Dr. Miles Nevin, Executive Director	Cyndi Farrington, Chief Business Officer
Marianne Russo, Board Administrator	Arnecia Bryant, Dir of Facilities & Sustainability
Jordan Eres, Chief of Staff	Alfredo Macias, Dir of Res Dining Services
Andrew Kerr, Chief Financial Officer	Margie Ramirez, Director of Retail Dining
Tom Collier, Controller	Patrick Joyce, Director of Operation
Idris Aydin, Director of Finance, ASI	

**Guest(s):** Samantha Valdez, incoming ASI Student Executive Vice-President for 2026-2027  
Itzel Huerta, incoming ASI Vice President of Finance for 2026-2027

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**A. Call to Order:**

The meeting was called to order at 9:00 a.m. by Mr. Scott Apel, Chair.

**B. Approval of the Agenda:** April 24, 2026

Motion to accept the Agenda as presented

M/S Mr. Ordoñez / Dr. Dayne

By acclamation the agenda for April 24, 2026, was approved as presented.

**C. Approval of Minutes:** March 13, 2026

Motion to accept the Minutes as presented

M/S Mr. Achacon / Mr. Ordoñez

By acclamation the minutes of March 13, 2026, were approved as presented.

**D. Public Comment:**

- There was no public comment given.

**E. Annual Operational Updates & Discussion**

- The Directors discussed their respective Beach Shops' division providing updates, current projects and future plans.

- Mr. Alfredo Macias provided an update on Residential Dining, highlighting a new meal service opportunity at the Child & Family Center, increased revenue associated with higher dorm bed capacity, and the continued success of the Beach Community Meal Bundle program over the past year.
- Ms. Cyndi Farrington spoke about how our Beach Convenience Stores will be accepting EBT for the fall semester along with how well the Beach Hut location is doing currently.
- Mr. Patrick Joyce reviewed the Bookstore Refresh project including updated timelines, reviewing the portions that have been completed including the 2<sup>nd</sup> floor lounge and Bookstore stairs' refresh, along with discussing the next part of this construction which will include the future capital expenditures addressing the complete HVAC and roof replacement.
- Mr. Rico Ovalles provided updates to the DITA program including how well the program has been doing along with a flex update that the Shops is scheduling for the fall semester.
- Ms. Margie Ramirez discussed that even with the challenges their Retail Dining locations have faced with the construction happening on campus, they have seen success with the Beach Concessions department and Outpost in terms of increased revenues.
- Lastly Ms. Hernandez reviewed our Labor Union history as well as where the Shops are in terms of petitions, bargaining and current negotiations.

#### **F. F & I Committee Report**

- Mr. Kerr reported on strong third-quarter results, with revenue exceeding budget and prior-year performance along with a net income finishing ahead of plan that reflects effective operational decisions despite ongoing cost pressures.
  - Sales momentum remains solid, and while gross margins were impacted by rising costs, year-over-year improvement suggests inflationary pressures rather than demand weakness.
  - Operating expenses exceeded expectations in select areas due mainly to temporary professional services, increased maintenance from aging infrastructure, and higher banking and payment processing costs.
  - Overall, the Shops remain well positioned, supported by a solid financial foundation and continued emphasis on operational efficiency, cost discipline, payment optimization, and long-term sustainability.
- Budget Status:
  - When reviewing the preliminary numbers for next year's 2026–2027 budget, it reflects continued momentum across all core operations, led by strong Dining performance and supported by steady Bookstore demand with continued growth driven by expanded capacity, increased event and concession activity, and the full-year impact of recent operational investments.

Motion to accept the 3<sup>rd</sup> Quarter 2025-2026 Financial Review as recommended by the F&I Committee

M/S Mr. Achacon / Mr. Ciampa

By acclamation, 3<sup>rd</sup> Quarter 2025-2026 Financial Review was hereby approved.

#### **G. Executive Director's Report**

- Dr. Nevin reported that the Beach Shops and ASI recently underwent a CSU audit and that relevant findings will be presented to the Board in future meetings.

- As part of that process, we plan to bring some policy and procedure updates to our next May Board meeting for review.

## **H. Board Chair Comments**

- Mr. Apel reviewed proposed updates to the Bylaws that were being presented to the Board for their review and approval.
  - These changes included the following:
    - Removing the option for designated representatives since that has not been utilized much in the past.
    - Changing the Board Chair to be the Vice President of Student Affairs and the Vice-Chair as the Vice President of Administration & Finance.
      - The Board previously operated under this alignment, which was adjusted in response to organizational and operational changes that occurred before and during the pandemic, however with the transition to a Shared Services model, this structure now aligns more closely with the organization's current leadership design.
    - The role of Treasurer will now be elected from the current membership of the Board of Directors.

Motion to approve the changes to the organization's Bylaws as presented

M/S: Mr. Ciampa / Mr. Achacon

By acclamation, the updated version of the Bylaws were hereby approved

## **I. Adjournment**

There being no further business, the meeting was adjourned at 11:43 a.m.