



Services and Activities Fee Committee Agenda

March 1, 2019

1) Introductions & Attendance

2) Meeting Begins: 10:30am

- a) Alicia Decker, ASEWU Finance Vice President, Chair **(PRESENT)**
- b) Conner Irvin, Student-at-large **(PRESENT)**
- c) Angelina DeGrazia, Student-at-large **(PRESENT)**
- d) Reilly Responde, Student-at-large, Vice Chair **(PRESENT)**
- e) Taylor Larsen, Student-at-large **(PRESENT)**
- f) Emily Wilson, Student-at-large **(LATE)**
- g) Samantha Armstrong, Student Accounting Office **(PRESENT)**
- h) Vanessa Delgado, Faculty – Multicultural Center **(PRESENT)**
- i) Brock Sieb, Student Life – Housing and Residential Life **(PRESENT)**
- j) Business & Auxiliary Services Rep. **(ABSENT)**
- k) Dante Tyler, ASEWU President – Ex-Officio **(ABSENT)**
- l) Angela Jones, VP Student Affairs – Ex-Officio **(ABSENT)**
- m) Toni Habegger, Chief Financial Officer– Ex-Officio **(ABSENT)**

3) Review and Approval of Minutes 2/22/19 (Voting Item)

- a) Brock so moved to pass minutes, seconded by Taylor. Motion passes unanimously. 9-0-0

4) Funding Request Presentations

a) Art Gallery

- i) **Nancy:** Not a big access to contemporary art in the Cheney area, this gallery allows students to access exhibitions at a local level. The student dollars are used to bring in national artists, who need to be paid for their time and travel expenses. Local and regional artists do not receive any

form of payment, and typically pay to share their art. The Provost of the university gave the art gallery \$10,000 to remodel the gallery space last winter.

ii) Vanessa: “Can you tell me about marketing and advertising that occurs for each exhibition?”

(1) Each exhibition has a press release created that is sent all across campus, Spokane newspapers, the Easterner, posted to Orgsync, post around campus, with the addition of a digital postcard that is sent out to an email list. We try to get as many articles written about the exhibitions as possible across all the newspapers in our region.

iii) Taylor: “Have you thought about reaching out to ASEWU to have them market the exhibition to students through social media?”

(1) Currently does not have the contact to make this happen, but will pursue this in the future.

b) Campus Recreation

i) In January, EPIC was no longer allowed to rent to members outside of the EWU community. Only students can participate in EPIC trips, equipment rentals can be used by faculty but not community at large.

ii) Q1: Overall request amount is \$966,000. Please share why this number is so high and how a reduction in your allocation would impact the student experience.

(1) The 9% increase is due to costs related to risk management, equipment retirement, and wage increases for classified staff.

iii) Q2: Between all of your requests, you receive a significant amount of S&A support. Do you manage it collectively or individually? Do you share costs between programs?

(1) There are three separate programs underneath the head of Campus Recreation which are EPIC, Intramurals, and Club Sports. The majority of students only have time to participate in one of these programs (typically). Students are still commuting at large, making campus recreation only able to target about half of the student population.

iv) Q3: What would the impact of charging students to play intramurals? If the S&A fee committee requested that you charge?

- (1) We have always maintained that students already pay for the program through their S&A fees and charging them to play is similar to double-dipping. In the past, we have charged a \$20 team fee which would bring in an additional \$5,000-\$6,000 each year. We discontinued that system about 8 years ago and the numbers
- v) **Q4: Is the fleet support projected to be one-time or on-going?**
- (1) Campus Recreation proposing an annual budget request for basic maintenance on the CRec vehicle fleet. This includes two 15-passenger mini buses, two 8 passenger excursions, an 8 passenger Suburban, two 24 passenger shuttle buses, and one 49 passenger charter bus. These vehicles are responsible for providing safe transportation for EWU students to and from recreation events held across the northwest, including travel on primitive roads in remote settings. EWU's motor pool fleet is not capable of providing reliable transportation for Campus Recreation's activities.
- (2) Vehicle replacement will also be requested through either the standard S&A budget process, or the supplemental funding process, in accordance with the department's vehicle replacement schedule. CRec will also use excess revenue to replace vehicles according to the replacement schedule.
- vi) **Q5: EPIC: in what ways does S&A subsidize the 17% of external/nonstudents participating?**
- (1) Prior to January 2019, EPIC Adventures permitted non-students to participate in adventure trips and activities. EPIC Adventures has not subsidized the participation of these non-students. Any non-students participating in EPIC's programs and/or adventure trips has registration fees at, or above, cost. Non-student participation has accounted for an average of 40-50 participants from the community per year, who primarily consisted of spouses, family, and friends of current EWU students, EWU staff and faculty, as well as EWU alumni. This has generated an average \$9,100 per year in revenue.
- (2) Beginning in January 2019, the decision was made by staff within the Division of Business and Finance to prohibit non-student participation in EPIC's programs and adventure trips.

(3) The Division of Business and Finance is still permitting EWU staff and faculty to rent outdoor equipment from EPIC Adventures, however general community members are no longer permitted. Rental services from the general community have generated approximately \$8,000 - \$10,000 per year.

vii) Q6: Please describe how having external engagement supports students and your ability to operate.

(1) Washington State Parks: EPIC works with the EWU climbing club to coordinate an annual cleanup of Dry Falls, which is managed by Washington State Parks. This park is heavily visited in the summer months and in need of support with picking up litter and debris each fall. This is a community service-oriented event, as well as an opportunity for the climbing club to connect with the local climbing community. In return, Washington State Parks has regularly permitted to operate trainings and adventure trips on state parks during periods when most groups are prohibited.

(2) OutThere Monthly: OutThere Monthly is a local outdoor adventure newspaper which regularly features students, staff, and faculty, from EWU. OutThere is a partner with EPIC's No Man's Land film tour event. OutThere helps market and promote EWU and EPIC's trips and services to prospective students.

(3) Spokane River Keeper: EPIC annually supports the Spokane River Keeper by participating in the annual river clean up. Participation in this event helps ensure that the Spokane River is an appealing place for EPIC to bring EWU students. The Spokane River is the closest whitewater raft from EWU, and is the lifeblood for trainings, trips, and rentals during the peak of season.

(4) Bower Climbing Coalition: EPIC participates in the "Crag Cleanup" event promoted by the Bower Climbing Coalition (BCC). The BCC is a non-profit organization based in Spokane that raises funds for the purpose of replacing old and damaged climbing hardware at local climbing sites.

(5) Inland Northwest Adaptive Initiative (INWA): EPIC Adventures participates in trainings coordinated with INWA. These trainings include adaptive climbing, Nordic skiing, and paddling.

(6) Consistent with S&A funding requirements, each of these partnerships involving non-students are unsubsidized and recover 100% of their operating costs.

viii) Q7: Please describe how students benefit from EPIC trips. What is the impact of reducing the number of trips offered?

(1) These trip experiences increase likelihood for students to be more successful in the classroom through a variety of strategies. First, students who participate in adventure trip programs are more likely to develop a sense of community with their peers, who then can serve as a support system during personal challenges that are commonly experienced by college-aged students. Second, experiences gained during adventure trips are shown to improve confidence and perseverance in the classroom, and beyond. Third, strategies for improved mental health include experiences involving disconnection from personal technology such as cell phones and tablet devices. Lastly, through participation in outdoor orientation programs, students are more likely to experience improved resilience and well-being.

(2) EPIC's rental equipment inventory has grown to include gear for most snow sports, whitewater activities, flat water activities, camping, climbing, mountain biking, and backpacking. This service encourages students to continue engaging with their peers in the outdoors, during times/days that fit their personal schedules. EPIC's staff maintain this rental inventory to industry standards, ensuring the best possible experience for students who utilize the service.

ix) Q8: How do you see EPIC becoming even more self-sustaining? Raising prices for external people, or customized trips?

(1) EPIC had placed a high priority on increasing revenue through increased trip registrations and equipment rentals, offering bike rental and repair services, and offering more non-subsidized, revenue generating services to the local community.

(a) We are also exploring options to offer non-subsidized trips to groups in the community during traditionally slow periods, such as summer. These groups include EWU alumni, potential donors, and "First Step" parents and families. EPIC is currently drafting a

proposal to offer non-subsidized repair service to bikes personally owned by EWU students, staff, and faculty.

(b) EPIC Adventures is also in the initial planning with EWU Summer Sessions to offer continuing education courses for members of the community interested in growing outdoor leadership skills. As another strategy to increase revenue, EPIC has increased rental fees for several items.

(c) EPIC has already increased rental rates on several items, including ski/snowboard packages, SUP's, and camping supplies. Starting in September 2017, EPIC opened the doors to the "EPIC Bike Shop," which is a mountain bike rental service based out of the Sports and Recreation Center.

x) Q9: What does our EPIC look like in comparison to other school's outdoor rec departments? Are we about even on the number and cost of trips?

(1) EPIC Adventures is the regionally recognized as a regional leader in collegiate outdoor programming for the following reasons.

(a) EPIC Adventures consist of one of the most robust equipment inventories. This has been perceived as an asset by the EWU students as well as non-students, general community, who rented the equipment, such as during winter and summer breaks.

(b) EPIC Adventures field based technical and leadership trainings are recognized for exceeding most industry standards. These trainings prepare student staff to be successful leaders among their peers, during their time at EWU and beyond. It also ensures that they are proficient in managing inherent risks associated with EPIC's Adventure trips.

(c) Washington State University offers the most comparable program to EWU, with comparable inventory size, quantity and types of program offerings, and leadership and technical trainings. The other outdoor programs across the region are generally small in size, offer fewer trips, and offer less rigorous staff development opportunities.

(d) EPIC charges some of the lowest prices for trip participation, compared to other university programs in the region. This is

attributed to the available equipment resources and qualified staff to lead specialized trips. Other universities must rent equipment and vehicles from other providers, or contract guiding services to the commercial guiding community in order to offer comparable trips.

xi) Alicia: “Have you thought about raising the price of trips that are more popular?”

(1) EPIC tries to subsidize half the cost for students because they believe in charging students 50% of the total costs. We are a low-charging entity because few organizations can match the infrastructure of EPIC in terms of trained staff and equipment resources.

c) Athletics

i) Q1: Please talk to us about how you are approaching fundraising and increasing donor support for the program. Has donor support increased in the last year? If yes, by how much?

(1) Eagle Athletic Fund has been upped by 110% since last year. Wants to be raising \$2 million a year, currently at \$300,000 raised.

ii) Q2: Is it possible to increase ticket and/or tailgating prices?

(1) If we charged for sports then students not simply not come to the games.

iii) Q3: Have you explored a student sports pass? If yes, please talk to us about the pros and cons of implementing one and what you project the financial impact would be.

(1) Charging students for a pass would be a double-edged sword to the student, forcing them to pay for an event they feel as if should be included in tuition.

d) Global Studies

i) Q1: Weighing the number of places on-campus where diversity events/programming occurs across campus, please describe the benefit of developing new efforts versus collaborating or partnering with outside sources.

(1) International students hear a language that they understand not enough or imperfectly. There are a ton of welcoming diversity tactics being marketed across campus, but the School of Global Learning focuses on assisting every subset of non-English speaking students.

These students need help breaking down the American culture, diversity efforts are geared towards integrating individuals who already know the culture and language. Support for this school assists students specifically in getting diversity to students and integrating them to life in our culture. International students don't have the skills to implement themselves into our culture.

Collaborates with athletics and multi-cultural center in the past. EX: The Drag Show, international students need this office to assist in breaking down the culture behind the event and why it is important.

ii) Q2: We recognize you requested funding for student employees. Please describe, in detail the anticipated function/role of these employees.

Q3: Can you walk us through the peer advisor model and what they do?

(1) Existed on this campus for 30 years, peer advisors are the student staff who make events legible to international students. 4 student employees, they pick students up from the airport, help check them in, assist in integration to campus (moving in, getting an eagle card, facilitate activities/excursions/programs). Think of a version of the writer's center, but catered towards international students. Conduct health and wellness checks to see how international students are doing, how their life on campus is going.

iii) Q4: Please describe how the International Fee supports your office. Does it currently fund some of these efforts? If yes, how? If no, could it?

(1) Covers office operations and support immigrations advisors. Some of the money can be accessed but is hesitant to spend much of this money because the essential staff that are funded by it could possibly go away.

iv) Connor: "Can you describe recruitment tactics for bringing in AUAP students?"

(1) Wants to start recruiting long term, it would be around 3 years to see a benefit from this recruitment cycle. There are media being sent out to different countries in English, but these packages are translated into their language in order to attempt in recruiting these students.

Sitting down with someone face-to-face is the most important recruitment aspect to draw students in.

e) Music

i) Q1: We see that you have requested money to support instrument replacement. Please describe how this request meets the co-curricular intent of the S&A fee?

(1) Course fee funds are not enough to cover the needs, S&A fees are supplemental to fixing instruments and buying new ones. The marching band will do purchases from time to time (financed a fleet of brass instruments 6 years ago). If a student comes into class and does not own their instrument, there is a lack of proper equipment to be provided. Some instruments don't make sense for students to even own themselves, the school has to provide different instruments for students.

ii) Q2: Please describe the costs associated with replacing Marching Band Uniforms. How often do they need to be replaced?

(1) Music department would rather see this funding support other ensembles instead of the marching band. The uniforms were replaced 6 years ago. Other parts of the department are simply limping along and would benefit more from the money rather than the marching band receiving new uniforms.

iii) Q3: Do faculty and staff receive S&A support for their engagement? Are faculty and staff paid with S&A funds at any point?

(1) No, but we have staff on the marching band staff that are paid. These staff are paid through Ledger 1 not S&A.

iv) Emily: "Looking at your fliers, not all of your events charge an entrance fee, would you look at charging for these events?"

(1) We plan on raising class fees, the ticket sales want to be kept low in order to stay inclusive and inviting. Concerts will always be free to students.

5) Discussion

6) Adjournment 1:21pm