



**MEETING MINUTES
October 4, 2017**

CALL TO ORDER Jared Hill, TSC Board of Trustees Chair, called the meeting to order at 1:32 pm

ROLL CALL Members Present: Achatz, Ayala, Barillas, Davis, Francisco, Gwaltney, Hesgard, Hill, Hust, Jakel, La, Mendes, Vigil, Wong

Members Absent: Davis (E), Gerboc (E), Mallorqui-Ruscalleda (E)

Officers Present: Badal, Collins, Edwards, Fehr, Martin, Scialdone, Tapper

Officers absent: Martin

*Indicates that the member was in attendance prior to the start of Unfinished Business, but left before the scheduled ending of the meeting. [According to the by-laws, a member of the board who does not remain until the scheduled ending for the meeting (3:45 p.m.) is considered not to be in attendance.]

**Indicates that the member was in attendance for a portion of the meeting, but not in attendance prior to the announcement of Unfinished Business. [According to the by-laws, a member of the board who is not in attendance prior to the announcement of Unfinished Business is considered not to be in attendance.]

Hill reported that Gerboc will be absent due to university business, also Britlynn Davis is out due to illness. Martin will be arriving late to the meeting. Gwaltney will need to leave meeting early. (Ayala-m/La-s) There were no objections.

APPROVAL OF AGENDA The agenda was approved as presented. (Mendes -m/Wong -s) There were no objections.

APPROVAL OF MINUTES The minutes from the 09/20/2017 meeting were approved as presented. (Mendes-m/La-s) There were no objections.

PUBLIC SPEAKERS None

TIME CERTAIN None

REPORTS

- a. Chair** Hill reported on the following updates:
- Starbucks now open, special offer, \$1.00 off through Tapingo.
 - Celebrating 1 year anniversary of TSU expansion opening.
 - Mammoth installation on 10/8 & 10/9.
 - ACUI conference in November, exciting time to meet others from Region 1.
 - Will be visiting Student Union and Rec Center at USC village this weekend for Chair/Vice Chair Retreat.
 - Serving as student member on ASC Board of Directors, updates from President Garcia:
 - Raised 1.2 mil at Concert under the stars
 - Over last 142 job openings on campus over 30,000 applicants
 - Record 10,834 degrees awarded, broke prior record by 500 –
 - Record 75,000 applications, turned down 21,000 eligible students.
 - Titan shops unveiling new website in March; ASI website in the works as well
 - Serving as Program Assistant for CSU DC program, anyone politically interested. Deadline for summer 2018 is February 12th. Hill is willing to help anyone who is interested.
 - CSUF Philanthropic foundation, meeting before concert under the stars. Exciting to see University donors and people invested in the school at the event. Thanks to Tapper for hosting the meeting at the SRC.
- b. Vice Chair for Facilities & Operations** Mendes, last week talked about replacement colors for Maroon throughout bldg. and relocating the Main Frame, since that is where the Roscoe's Deli will be housed. Coming up on nuts and bolts work for Facilities and Operations Committee, working on operating hours, facilities fees and office space allocation.
- c. Vice Chair for Marketing & Outreach** Hust, last week Marketing and Outreach picked a few names for students to vote for Woolly Mammoth, Fully Mammoth, Maxwell the Mammoth and Tantor the Mammoth. Upon further discussion the committee realized we needed gender neutral names and they came up with new options, Tatum the Titan, Morgan the Mammoth, and The Fully Mammoth. Polls out on Monday. Vote, retweet, and get friends to vote. Met with Hill and Martin to take inventory of each floor of the TSU looking at wayfinding signage. Mock-up in process, coming soon.
- d. Vice Chair for Programs & Services** Hesgard reported at the Programs and Services meeting they discussed the F45 program proposal. Looked specifically at the financial impact. She has completed the survey draft and sent out for comments. There will be a DIRC, Dream Coop and Lobby Corp collaboration, Oct 17/18. Student Leader interviews for the Associate Director for the Titan Recreation, please attend. Next week the committee will talk about printing options.

- e. **ASI Associate Executive Director** Allen, provided a PowerPoint presentation which is an attachment to the minutes.

Highlights:

- Security cameras for WM installed. Also will be doing a time-lapse video for the installation.
- Starbucks Grand opening 10/25.
- All Day ASI, hosted in front of TSU. Great article on front of Daily Titan. Last year, several events during month of Oct. This year with ADA, all events combined to unite efforts to let the campus know we are all one team. All worked well, from Welcome, Expo, Neon Bowling, Concert and SRC REC'd All Night. Thanks to all who participated and helped with the event.
- Launch Pad, Free Speech Video, Children's Center & ASI Campaigns (Building Student Leaders, in combination with Athletics, Nov 7 & 8th photo shoot).
- ASI Research Grant program open online now.
- Space request applications online.
- Assessment
- Conference – ACUI will be at the University of AZ, November 17-19.
- Search/Interviews – Media Coordinator and Associate Director of the SRC

Survey, 142 total responses to All Day ASI (ADA). 57% highly recommend ADA. Loved format, 74% heard about event via social media. No negative feedback.

- f. **ASI Board of Directors Chair** Jakel, echo Allen's comments regarding All Day ASI. Wendy helped a lot. Great quotes from students. Thursday, interviewing for College of Education at Governance at 2:30pm. Hope to have a full board starting next week.

- g. **ASI Vice President** La reported that All Day ASI was a great event. Scholarship table gave out all handbills and giveaways. Scholarship deadline is 10/9, spread the word. There was a question about Freshmen/first time students applying, however they need 1 semester at CSUF and then they can apply for Scholarships. Remind students to apply in spring.

- Meeting w/LGBTQ resource center re: workshops.
- Pres Appointee Committees (PAC), there are open committees needing students (i.e. Curriculum, Student Academic Life, etc.) – contact Kelly Zarate, CCRO
- Environmental sustainability ICC is working with the Children's Center – hoping to install a garden that the children can work on & learn from.
- DACA deadline, renew by 10/5, apply ASAP.

UNFINISHED BUSINESS

- a. **Proposal to add the F45 Training Program to the SRC** Hill requested a motion to bring the proposal to add the F45 Circuit Training Program from the table. (La-m/Mendes-s) No objections.

Hill reminded the Board that the previous discussion regarding the F45 CTP was referred back to the Programs and Services Committee to review the fee structure and to amend the proposal as applicable.

BOT 011 17/18 (Programs & Services) A motion was brought to the Board by the Programs and Services Committee to approve the amended proposal to add the F45 Training Program to the SRC with an additional instructional course fee not to exceed \$20.00 per semester or \$40.00 per year for CSUF students.

Hill yielded to Hesgard. Hesgard shared the committee discussion for the F45 proposal and the costs associated with the program. Tapper was asked to bring financial impact data and how a fee structure would work and what the impact to budget would be. Hesgard yielded to Tapper to review the proposal.

Tapper reviewed the fee structure of the SRC programs and potential fee structure for the F45 program.

Hill opened the floor to questions.

Scialdone asked for clarification on the amount of the example set for costs. Allen asked if program is optional for students. Tapper clarified the program is optional for members, sign-up basis.

Hill shared that some of the discussion at the committee is payment options. Reviewed other prices being charged for other services. Clarified the cost subsidization for funds that would not be covered by fees.

Gwaltney asked, what cost would be at another studio. Tapper responded approx. \$150 per month. Hill provided the overview of cost breakdown.

Mendes thanked Tapper for information to help in making decision. Hill opened the floor to discussion.

Jakel made an **amendment #2 to motion BOT 011 17/18 to amend the proposal to remove the 20/40 cap to increase the potential for the program to be fully funded and to allow management of the Titan Rec to have authority to set the pricing.** Wong seconded the amendment. Scialdone asked if there was a cap on the amount of space available for the program. Tapper confirmed that there are caps in the amount of participants per class and the number of classes that can be offered at one time. Jakel spoke to the first, indicating that the proposed pricing falls in line with other low cost classes in the SRC. The proposed rates are very affordable, based on all other services offered at the SRC.

Hesgard, important to have cap to keep fees as low as possible for students. She stated she would rather have the SRC come to the Board in the future to request an adjustment. Mendes agreed with Hesgard to keep the cap. Jakel shared that considering alternatives is a good part of the political and governance process to discuss how we oversee areas that we are responsible for. There was no further discussion. Hill asked if there was any objection to moving to a roll call vote on the amendment. **Amendment #2 to motion BOT 011 17/18 failed with a 3-8-1 roll call vote.**

Hill opened the floor to discussion. Ayala made an **amendment #3 to motion BOT 011 17/18 to amend the proposal to read "Request to offer the F45 circuit training program in the Student Recreation Center with an additional instructional course fee not to exceed \$20 per semester or \$40 per year for CSUF students, and other SRC member pricing will be at management's discretion."** La seconded the amendment. Jakel asked if the \$20/\$40 was for students only. Hill confirmed. Mendes asked if the non-student pricing would give the SRC an opportunity to make up the deficit. Hill confirmed. Mendes shared that he felt that the amendment was a good idea. Hust shared that she agrees, this seems to be a win/win, to keep student fees low and allow for adjustment through other fees. Hill commented that the rates presented still seem to be great for users. There was no further discussion. Gwaltney shared that she was excited that this might open the SRC to power workout users on campus. Hill asked if there were any objections to moving to a roll call vote on amendment #3. There were no objections. **Amendment #3 to motion BOT 011 17/18 passed with a 12-0-0 roll call vote.**

BOT 011 17/18 (Programs & Services) MSC: 12-0-0 The motion passed.

NEW BUSINESS

None

ROLL CALL VOTES

	Amend #2 BOT 011	Amend #3 BOT 011	BOT #011			
Achatz	Y	Y	Y			
Ayala	N	Y	Y			
Barillas	N	Y	Y			
Davis	Absent					
Francisco	N	Y	Y			
Gerboc	Absent					
Gwaltney	N	Y	Y			
Hesgard	N	Y	Y			
Hill	CHAIR					
Hust	N	Y	Y			
Jakel	Y	Y	Y			
La	N	Y	Y			
Mallorqui- Ruscalleda	ABSENT					
Mendes	Abstain	Y	Y			
Vigil	N	Y	Y			
Wong	Y	Y	Y			
Results	3-8-1	12-0-0	12-0-0			

ANNOUNCEMENTS/MEMBERS' PRIVILEGES

Hill asked if Vigil had an update on the Pantry. Vigil shared that he did not have an update, however he would check into the status and bring more information to a future meeting. Vigil shared that Titan Bites has a great number of students enrolled. Additionally, there are approximately 65 representatives across campus serving as contact for the program.

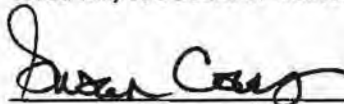
SL&L emerging leaders retreat on Oct 13th or Oct 14th these are two opportunities for new students to get involved.

ADJOURNMENT

The meeting adjourned at 2:17 p.m.



Jared Hill, TSC Board of Trustees Chair



Susan Collins, Recording Secretary

Keya Allen-Fall Report

Associate Executive Director, ASI

October 3, 2017

Titan Student Centers

- Security cameras installed for Woolly Mammoth.
- Starbucks open.
- Starbucks Grand Opening.
- All Day ASI hosted in front of the TSU

Marketing and Communications

- All Day ASI
- Launch Pad
- Free speech video
- **Children's Center and ASI campaigns in progress**

Marketing and Communications

- We posted an online survey via Survey Monkey to collect responses regarding All Day ASI.
 - 142 total respondents
 - 57% of respondents would highly recommend All Day ASI to a friend
 - 82% of respondents rated All Day ASI as Excellent (44%) or Very Good (38%)
 - 68% of respondents enjoyed the all-day format of the event
 - 74% of respondents heard about the event on social media

Marketing and Communications

- Positive feedback snapshots
 - “I like how it was branded as "All Day ASI" instead of just individual events! It helped legitimize the hype for the whole event.”
 - “I am new to Cal State Fullerton, so I don't know if this is more than once a year, but I really hope it is. Thank You for amazing freshman experiences.”
 - “Thank you very much for creating this first annual event. Afterwards, I visited the ASI website and learned about the extracurricular activities, services, and amenities available that I didn't know I was already paying for with a portion of my tuition. And for the first time since I arrived at CSUF, I feel like I fit in with the campus community. Now I'm happy and proud to be attending Cal State Fullerton.”

Leader and Program Development

- All Day ASI was a great success, thank you to everyone that helped!
- ASI Research Grant program has begun, applications and more info available online
- TSU Club Office Space applications available online

Updates

Assessment

All Day ASI Assessment complete.

Conference

ACUI - Arizona-November

Searches/Interviews

There is a search posted for the Marketing & Design Media Coordinator.

Interviews are scheduled for the Associate Director of the SRC.

Request to add F45, a circuit training workout class, to the Student Recreation Center.

PRESENTED TO: Titan Student Centers Board of Trustees

MEETING DATE: September 13, 2017

PRESENTED BY: Rebecca Hesgard
Aaron Tapper

BACKGROUND

Titan Recreation is always looking into the current fitness trends to make sure we are staying current with the programs we offer. Recently, we have installed a QueenX Precor functional training rack and feel the F45 program will help continue to keep Titan Recreation current with the fitness trends.

PROPOSAL

Request to offer the F45 circuit training program in the Student Recreation Center with an additional instructional course fee not to exceed \$20 per semester or \$40 per year for CSUF students.

RATIONALE

F45 is a newer developed program that offers High Intensity, Circuit Training work-outs that will be extremely beneficial to CSUF students and members. The work outs are offered in class settings that will be offered 5 times per day, each day of the week.

IMPACT

There won't be much of an impact on students or members as we have already transformed some of the room to accommodate the QueenX training rack. We would need to relocate some of the machines from the room onto the cardio floor.

BUDGET IMPACT

All of the equipment and programming is free for the first 12 months. After 12 months, there is a \$2,000 per month fee to continue offering the programs. The additional cost will be the hiring of class instructors who will teach each class which will be about \$17,000 per year. In this current budget, we can afford to pay for the instructors to teach the classes but would look at an increase in next fiscal year's budget.

IMPLEMENTATION TIMELINE

Plan would be for installation of equipment in December 2017 and using the intersession break to train the class instructors and have the program fully available for the spring 2018 semester.

F45 Snapshot

Programs Titan Rec Charges:

CPR	\$68	Jiu Jitsu	\$42*
Ballet	\$27*	Learn to Swim	\$42
Belay Test out	\$10	Performance Swim	\$36*
Belly Dancing	\$27*	Salsa	\$29*
Rockwall Class	\$32	First Aid	\$36
Cardio Kickboxing	\$35*	Boot Camp	\$42
Get Fit Challenge	\$43	Boot Camp (2 day)	\$72*
Hip Hop	\$27*	Women's Jiu Jitsu	\$42*
Intramurals	\$10	Personal Training	\$35/\$166/\$332
Jazz	\$27*		

*6 week classes that meet 2 times per week

Dance/Instructional Class Numbers:

2016-17	703 participants (4 sessions)	\$20,037
Fall 2017	199 participants (1 session)	\$5,456

UC Irvine:

\$45 per quarter (F45 only)

USC:

\$110/semester (include drop-in fitness classes)

Stanford:

Launched in Spring 2017

1,100 members

\$110/quarter (includes drop-in fitness classes)

F45 Studio:

Goldenwest studio \$175 per month

Tustin studio \$150 per month

F45 Financials

Semesters	Monlty Subscription	Fitness Instructors	Semester Cost	
Spring 18		\$0 \$8,500 (5 classes/day (Mon.-Fri.) & 3 classes on saturday	\$8,500	
Fall 18		\$0 \$8,500 (5 classes/day (Mon.-Fri.) & 3 classes on saturday	\$8,500	
Spring 19	\$2,000/month * 6 months = \$12,000	\$8,500 (5 classes/day (Mon.-Fri.) & 3 classes on saturday	\$20,500	
Fall 19	\$2,000/month * 6 months = \$12,000	\$8,500 (5 classes/day (Mon.-Fri.) & 3 classes on saturday	\$20,500	
Funding				
Spring 18	Elimination of boot camps, etc.		\$1,500	
	Re-allocation in budget		\$7,000	
		TOTAL	\$8,500	\$0
Fall 18	Drop-in fitness classes from 40/hrs week to 30/hrs week		\$4,080	
	Elimination of boot camps, etc.		\$1,500	
	Re-allocation in current budget		\$2,500	
		TOTAL	\$8,080	(\$420)
Spring 19	Drop-in fitness classes from 40/hrs week to 30/hrs week		\$4,080	
	Elimination of boot camps, etc.		\$1,500	
	Re-allocation in current budget		\$2,500	
		TOTAL	\$8,080	(\$12,420)
Fall 19	Drop-in fitness classes from 40/hrs week to 30/hrs week		\$4,080	
	Elimination of boot camps, etc.		\$1,500	
	Re-allocation in current budget		\$2,500	
		TOTAL	\$8,080	(\$12,420)
Spring 19 & Fall 19		\$41,000	\$16,160	(\$24,840)
Subsidization plan				
	Goal is 500/year-250/semester	\$50/year-\$25/semester	\$25,000	\$160
		\$40/year-\$20/semester	\$20,000	(\$4,840)
		\$30/year-\$15/semester	\$15,000	(\$9,840)
		\$25/year-\$12.50/semester	\$12,500	(\$12,340)
		\$20/year-\$10/semester	\$10,000	(\$14,840)
		\$10/year-\$5/semester	\$5,000	(\$19,840)
		\$0		\$24,840

Click on any picture to watch the F45 training videos



Intro to F45 Training



F45 Collegiate Video



Stanford Recreation and Wellness Video

FA5



Born in Australia

Team Training , Life Changing



Fastest growing fitness franchise

45 min HIIT classes

27 people per class

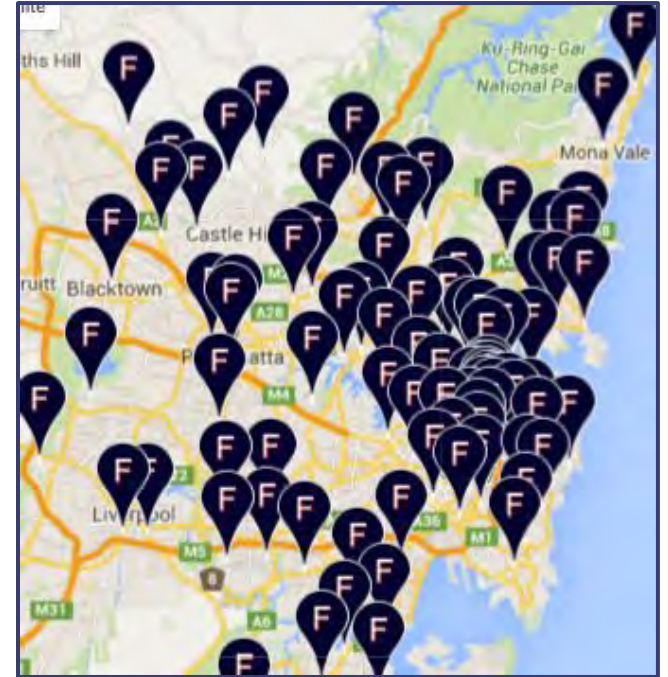
1 opening every day

\$250K turn-key cost

Franchisees earn \$400k P.A.

Rapid growth - 750+ franchises in 22 countries

- Started with one studio in Sydney.
- Franchise roll out started in early 2014
- Sydney highest gyms per capita/hardest market penetration
- Australia has more F45's than Starbucks and 7-Elevens
- 750 franchises sold in 2 years in 22 countries
- Currently partnered with 5 colleges

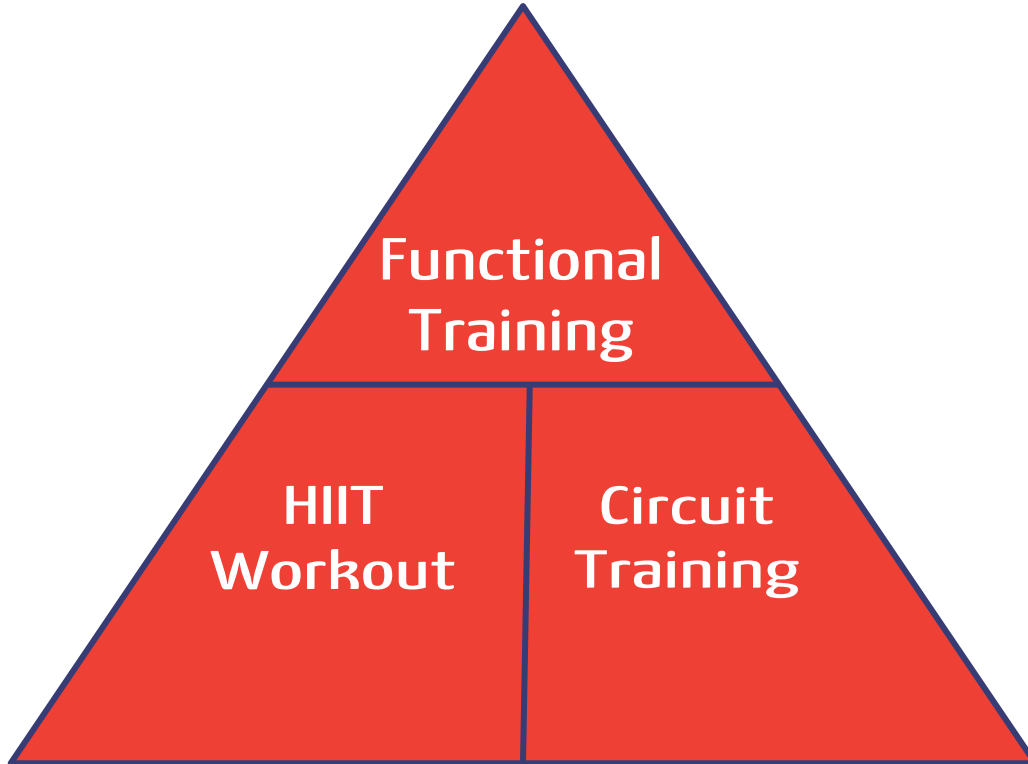



Studios in Sydney


F45 DNA




Our Unique Approach




WORK 

 22

SETS TO GO 8

1 

2 

MOVE STATION 

 5

SETS TO GO 8

1 

2 

3 

F45

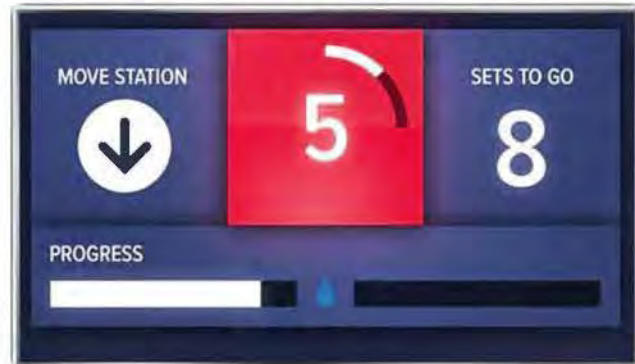
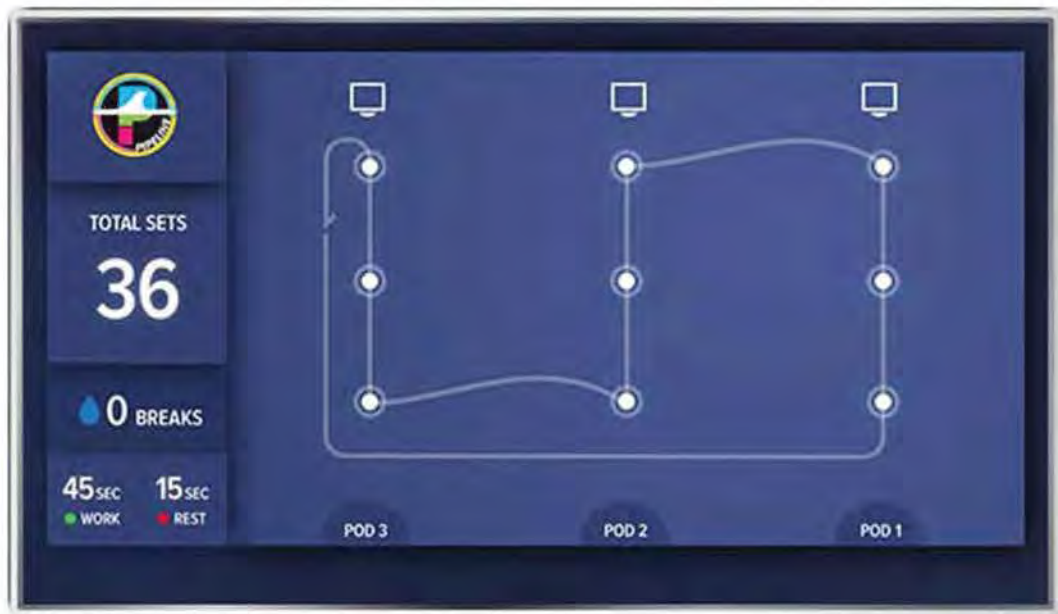


 7

SETS TO GO 8



MOVE STATION





F45 DNA



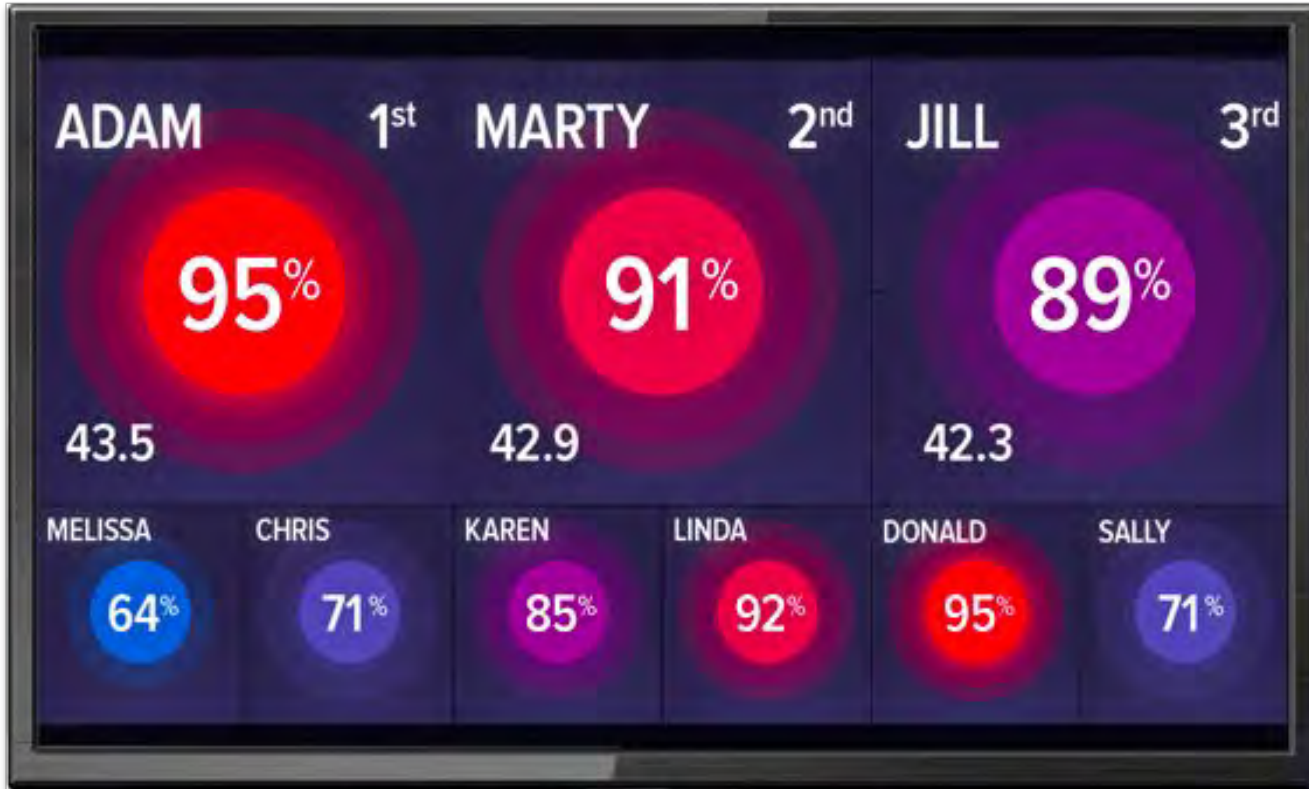
WORLD SUPER SERIES

F45





F45 Lionheart: Gamification



F45 DNA





Be on the cutting edge of the fitness industry

Foster Student Community Through Fitness

Best 45min workout in the world



TEAM TRAINING * LIFE CHANGING

TEAM TRAINING * LIFE CHANGING

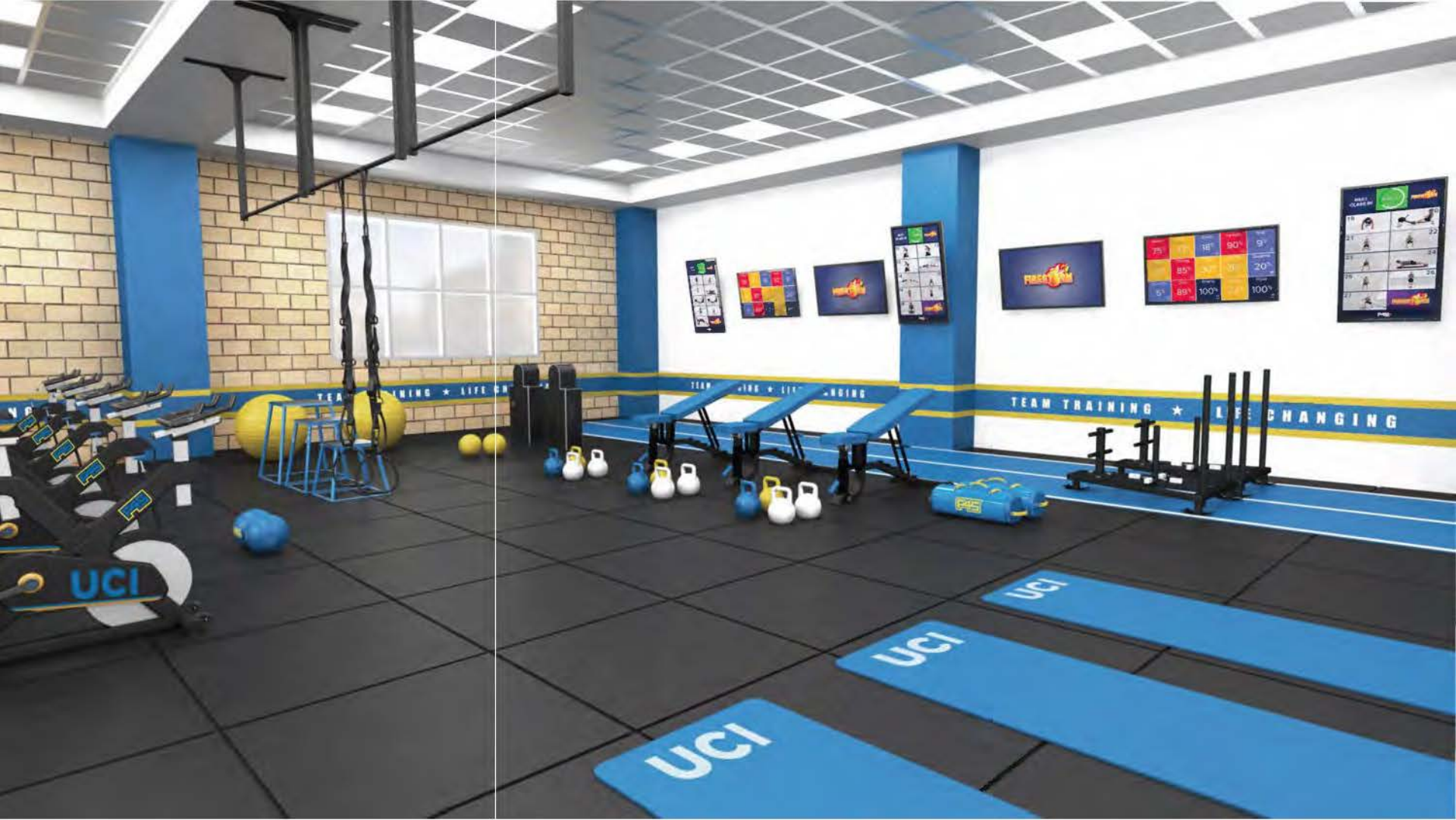


TEAM TRAINING * LIFE CHANGING



USC









TEAM TRAINING * LIFE CHANGING



★ F45 ★

FUNCTIONAL
F45
Training

TEAM TRAINING * LIFE CHANGING

★ STANFORD ★







F45 BIKE

Size 1050 x 600 x 1150 (w/h/d)

- Load capacity: 180kg
- Machine weight: 70kg
- Flywheel weight: 24kg
- Stuffing: PU foam with synthetic leather
- [Warranty on page 56](#)



MMA GLOVES (PAIR)

Synthetic MMA gloves - F45 branded.



MMA SHIELD

Vinyl shield - F45 branded



EXTENSION BAND KITS

INCLUDED:

- 30 x bungee cords
- 15 x waist belts
- 15 x pair handles
- 30 x anchor straps



SLEDGEHAMMERS

Steel welded sledgehammer. Handle is completely welded to the top section - will never come off.

- Solid one-piece design
- Suited for commercial usage
- Kurling on the base gives grip to the user to ensure it does not slip out during use.



SLEDGEHAMMER 5kg



SLEDGEHAMMER 10kg



SLEDGEHAMMER 15kg



SANDBAGS

Manufactured with military spec 1000D Cordura - as tough as nails!

- Inside material has a DWR coating making the bags water resistant for easy cleaning
- Handles are provided for easy and multiple grip positions
- Sandbags come with 2 x inners and each inner can be filled with sand or pebble to the recommended weight. To increase the weight in the larger ones use one of the inners from the smaller bags that were not needed....etc.
- Adjust the weight with the bags provided



STEPS

1. F45 will donate a full F45 Studio to School: **\$250k value**
2. College to provide space for F45 studio



Adam Gilchrist - adam@f45training.com

Scott Kinworthy - skinworthy@f45training.com

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