**October 2022 CSANC / SCACS Meeting Agenda**

BEACH COVE, Myrtle Beach, SC

**10/4/22**

Executive Board Meeting SCACS

**10/5/22**

Registration Table Open (starting at 1 pm)

**2:00 – 2:30** **Welcome/Ice Breaker – Cookies Provided Rm G**

Let’s start this meeting off right! We will do a quick ice breaker and say hello to new and old college store industry friends. Don’t forget to grab a yummy cookie!

**2:30 – 3:00 NACS (National Assn of College Stores) Update Rm G**

**Presented by NACS**

Perseverance and growth—two words that describe what you, your staff, and your store has experienced lately. Where do we go from here? Join NACS staff for an open conversation on what is driving impact in our industry, where opportunities lie, and how you can be involved.

**3:15 – 4:00 Equip Your Store to Tell a Better Story (Educational Session) Rm G**

**Presented by: NACS**

Does your campus administrator really understand what you do, how you do it, and why it is important to your institution? Can you confidently point to objective and externally validated data that illustrates the qualitative and quantitative performance of your store? Come learn about the evolving NACS Foundation Industry Standards Project, including practical applications that can help you better assess your store’s operations, advocate for resources, and tell your story more effectively

**6:00 – 9:00 On-site dinner catered by Beach Cove – Pool area/Foyer on 2nd Floor? - TBD**

* + Hospitality/Network room open – **Rm 204**

**10/6/22**

**8:00 – 9:00 Breakfast catered by Beach Cove – Town Center**

**9:00 – 9:30 Vendor Fashion Show during catered breakfast – Rms ABCD**

**9:30 – 12:00 Vendor Tradeshow**

CSANC/SCACS Show specials, Place orders and network with Vendor members. Be sure to stop by each table to learn how our vendors can support your store.

**12:15 – 1:30 Lunch catered by Beach Cove – Rms E & F**

**1:00 – 1:30 SCACS – Business Meeting (during lunch)**

**1:45 – 2:30 Store Round Table Discussions (Educational Session) Rm G**

The Art & Science of Buying – The roles and responsibilities of a buyer are many and diverse, and one thing is clear: in a fast-changing retail world, buyers must stay alert, flexible, and responsive to market changes that can impact sales, service, and product selection. Learn best practices from peer stores and see how art and science play a role in the buying process. Whether you're new to the role or a seasoned buyer, you can gain insights and tips to improve.

Store Idea Exchange – Let’s talk about products and what works in your store. Is your store providing a service that other stores need to know about? Others stores are by far your best resource take this opportunity to share your ideas!

Is there a topic that you want to discuss? Feel free to submit your topic to any CSANC or SCACS board member.

**2:45 – 3:30 Retail Calculations Workshop (Educational Session) Rm G**

**Presented by NACS**

An understanding of retail math is crucial to campus stores. In this workshop, we'll take an in-depth look at calculations used in purchasing, daily analysis and running a retail business. Not a numbers person? That's okay! A take-home resource will be provided with calculation tips and practice sheets

**3:30 – 4:00 CSANC – Business Meeting**

**5:45 Be in the lobby ready to board the bus!**

**6:00 – 10.00 Off-site dinner/bowling (transportation provided)**

* + Hospitality/Network room open – **Rm 204**

**10/7/22**

**8:00 – 9:00 Breakfast ticketed – New Board Meeting SCACS Town Center**

**9:15 – 10:00** **Textbook / Course materials Strategies (Panel Discussion)**

Several stores will lend their expertise by taking part in a panel discussion regarding textbook/course material strategies in our every changing industry. Let’s take a closer look at what can help make your textbook department successful! Topics will vary but are not limited to Used Books, Digital Options, Department Processes, Alternate Course Materials, Sell-through best practices and so much more!

**10:00 – 10:15 Farewell Drawing**

**10:15 – 11:00 Board Meeting SCACS – CSANC 2022 - 2023**