

Allan Hancock College Viticulture & Enology Foundation



Board of Directors

Quarterly Meeting

Wednesday, March 4, 2026

3:30 PM – 4:30 PM

Captain’s Room, building B102

AGENDA

	<u>Page</u>	<u>Est. Time</u>
1. Call to Order		3:30 PM
2. Public Comment		
<p>This section of the agenda is intended for members of the public to address the board on items involving the foundation. Public comments not pertaining to specific agenda items are welcome under public comment. <i>Please note that Board members are prohibited by the Brown Act from responding to comments made regarding topics not on the official agenda.</i> Public comment on an agenda item or another topic must be submitted in advance, no later than one hour before the start of the meeting, on December 9, 2025, via email to: chelsea.humes@hancockcollege.edu. Comments will be read by district staff for the record during the meeting.</p>		
3. Action Items		
3.A. Approval of December 9, 2025 Meeting Minutes	3	
<p>A recommendation the board approve the minutes from the December 9, 2025 meeting.</p>		
3.B. Acceptance of Donations	5	
<p>A recommendation the board approve the received donations.</p>		
4. Information Items		
4.A. Bulk Wine Update	6	
<p>An update on current bulk wine amounts will be provided.</p>		
4.B. 2026 Bottling Update	7	
<p>The 2026 bottling update will be presented.</p>		
4.C. Winery Board Inventory Report	8	

A report on year-to-date inventory ending December 31, 2025.

4.D. Financial Report 11

A report on year-to-date financial data ending December 31, 2025.

4.E. Allan Hancock College (AHC) Wine Festival Update 14

An update on the AHC Wine Festival will be provided.

4.F 2024 Varietals Cost Increase Report 15

Explanation of Inventory Cost Increases for 2024 Varietals.

5. New Business/Oral Reports

6. Adjournment

The next regular meeting of the board of directors will be held on June 10, 2026.

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact the associate superintendent/vice president of finance and administration's office at (805) 922-6966 ext. 3939 or email Chelsea Humes at Chelsea.humes@hancockcollege.edu. Please make requests 48 hours prior to the meeting to make reasonable arrangements to ensure accessibility to this meeting.

Kevin G. Walthers, Ph.D.
Foundation President

ALLAN HANCOCK COMMUNITY COLLEGE
Viticulture & Enology Foundation



Kevin G. Walthers, Ph.D., Board President
Ken Ostini, Vice President
Dennis Curran, Treasurer
Sean J. Abel, Secretary
Alfredo Koch, Ph.D., Board Member

Minutes
Board of Directors
Quarterly Meeting
Tuesday, December 9, 2025
3:30 p.m.

Allan Hancock College
Captain's Room B102
800 South College Drive, Santa Maria, CA 93454

1. Call to Order

Dr. Walthers called the meeting to order at 3:31 p.m. with the following directors present: Abel, Curran, Koch, Ostini, Walthers

Absent: None

Staff Members Present: Keli Seyfert, Grace Wearda

Note taker: Espie Valenzuela

2. Public Comment

No public comment was made.

3. Action Items

3.A. Approval of October 1, 2025 Meeting Minutes

On a motion by Sean Abel, seconded by Alfredo Koch, the board of directors voted to approve the minutes from the October 1, 2025 meeting. (Ayes: Abel, Curran, Koch, Ostini, Walthers
Noes: None; Absent: None)

3.B. Acceptance of Donations

On a motion by Sean Abel, seconded by Alfredo Koch, the board of directors voted to approve the donations received. (Ayes: Abel, Curran, Koch, Ostini, Walthers; Noes: None; Absent: None)

4. Information Items

4.A. Bulk Wine Update

G.Wearda provided an update on current bulk wine amounts in the winery and the short-term plan for the wines.

4.B. 2025 Bottling Update

A. Koch provided an update regarding the inventory for the 2025 bottling.

4.C. Audit Report for the AHC Viticulture & Enology Foundation, FY 2025

K. Seyfert presented the audit results and was pleased to report that we received a clean audit.

4.D. Winery Board Inventory Report

K. Seyfert presented the wine inventory report ending October 31, 2025. Ms. Seyfert responded to questions. Regarding bulk wines, D. Curran suggested a deeper investigation regarding the costs for the 2024 Pino Rose (Clone #91). Follow up to be provided at the next meeting.

4.E. Financial Report

K. Seyfert presented the financial statements detailing the year-to-date financial data ending October 31, 2025. Ms. Seyfert responded to questions.

5. New Business/Oral Reports

- G. Wearda bottling in April. Shared new labels. Interested in landscape. Student art displayed.
- E. Valenzuela announced that this would be her final meeting in attendance, as she will be retiring on December 30, 2025. She expressed her appreciation to the board members, sharing that it has been a pleasure working with them since 2019. Ms. Valenzuela also extended her gratitude to the board for their support and participation in organizing her retirement celebration on December 4, 2025.

6. Adjournment

Dr. Walthers adjourned the meeting at 3:45 p.m. The next quarterly meeting of the board of directors will be held on March 4, 2026.



To: Board of Directors	ACTION ITEM
From: Dennis Curran, Treasurer	Date: March 4, 2026
Subject: Acceptance of Donations	Item Number: 3.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

The donation(s) below are in support of the Allan Hancock College Viticulture & Enology Program. All products donated will be used in the winery and agribusiness program.

Date Received	Donor	Item	Total Value Amount
12/17/2025	Mr. & Mrs. Roach	Monetary cash donation	\$1,500.00
10/14/2025	Ag-West Farm Credit	Monetary cash donation	\$500
Grand Total			\$2,000.00

FISCAL IMPACT

None

RECOMMENDATION

Staff recommends the board of directors accept the donation(s) received.

Administrator Initiating Item: Dennis Curran	Final Disposition:
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To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 4, 2026
Subject: Bulk Wine Update	Item Number: 4.A.
	Enclosure(s): Page 1 of 1

BACKGROUND

We currently have about 1194 gallons of bulk wine at the winery. The breakdown of the gallonage is in the chart below.

Allan Hancock College Bulk Wine		Gross Gal	Gal after Loss	Potential Cases	Notes
Vintage	Varietal				
2023	Alicante Bouschet	4	3.8	1.59	Use for blending & topping
2023	Pinot Saignee	11	10.45	4.89	Use for blending
2023	Red Blend	49.5	47.025	19.77	Use for blending
2023	Sparkling Wine- Pinot Noir	28.93	27.48	11.5	Use for blending
2024	Cabernet Sauvignon-TTT	59	56.05	23.6	Continue to age until 2026
2024	Malbec - TTT	118	112.1	49.5	Continue to age until 2026
2024	Red Blend	59	56.05	35.6	Continue to age until 2026
2024	Sparkling Wine - Pinot Noir	65	61.75	26.0	Start secondary fermentation Feb 2026
2024	Syrah	118	112.1	47.14	Continue to age until 2026
2024	Syrah Saignée	15	14.25	0.0	Use for blending & topping
2024	Touriga	30	28.5	0.0	Use for blending & topping
2024	Pinot Noir Rose	15	14.25	0.0	Use for blending & topping
2025	Albarino	21	19.95	8.38	Bottle in 2026
2025	Chardonnay	68	64.6	27.16	Bottle in 2026
2025	Grenache Blanc	131	124.45	52.33	Bottle in 2026
2025	Pinot Noir Rose	72	68.4	28.76	Bottle in 2026
2025	Torrontes Riojano	30	28.5	11.98	Bottle in 2026
2025	Cabernet Sauvignon	17	16.15	6.79	Continue to age until 2027
2025	Pinot Noir	74	70.3	29.56	Continue to age until 2027
2025	Sparkling Wine – Pinot Noir	67	63.65	26.76	Start secondary fermentation Feb 2026
2025	Syrah Saignee	14	13.3	5.59	Use for blending
2025	Syrah	137	130.15	54.73	Continue to age until 2027
	TOTALS	1194.43	1134.7	477.16	



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 4, 2026
Subject: 2026 Bottling Update	Item Number: 4.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

We had our annual bottling on May 1, 2025. Below is the breakdown of wine bottled in cases, bottles, and gallons.

Allan Hancock College Bottling		Final Cases	Final Bottles	Gals Bottled
Updated 11/30/25				
Vintage	Varietal			
2023	Malbec	57	684	135.5
2023	Syrah	72	864	171.2
2023	Red Blend	40	480	95.1
2024	Albariño	16	192	38.0
2024	Chardonnay	42	504	99.9
2024	Rose of Pinot Noir	16	192	38.0
2024	Pinot Noir	188	2256	447.0
2023	Pinot Noir 2nd bottling	23	276	54.7
2024	Torrontes	24	288	57.1
2023	Pinot Noir Sparkling (750mL)	3.25	39	7.75
2023	Pinot Noir Sparkling (1.5 L)	.9	11	4.4
TOTALS		482.15	5786	1148.75



To: Board of Directors	INFORMATION ITEM
From: Dennis Curran, Treasurer	Date: March 4, 2026
Subject: Winery Board Inventory Report	Item Number: 4.C.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached are the winery board inventory reports for the AHC Viticulture and Enology Foundation. A report on year-to-date inventory ending fiscal year December 31, 2025 will be provided.

Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report - Bottled Wines
December 31, 2025

Vintage/Varietal	FY26 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donations	Minus: YTD Winery Use	Plus/Minus: YTD Adjustments	Plus: YTD Bottling	FY26 Ending Inventory (Bottles)	Cost per Bottle	FY26 Ending Inventory Cost Value	Retail Cost per Bottle	FY26 Ending Retail Cost Value
2020 Syrah	24	-13	0	0	0	0	11	12.66	139.23	23.00	253.00
2021 Chardonnay Sparkling Cuvee	3	-2	0	-1	0	0	0	7.99	0.00	23.00	-
2021 Red Blend	58	-19	-5	-4	0	0	30	9.38	281.28	17.00	510.00
2021 Syrah	50	-37	0	-1	0	0	12	6.83	81.93	23.00	276.00
2021 Torrontes	89	-28	-11	-10	1	0	41	7.87	322.67	18.00	738.00
2022 Malbec	127	-54	-23	-23	-2	0	25	9.47	236.65	23.00	236.65
2022 Red Blend	36	-10	-4	-4	0	0	18	9.38	168.80	17.00	306.00
2022 Sauvignon Blanc	108	-34	-12	-7	0	0	55	9.21	506.66	23.00	1,265.00
2022 Syrah	468	-237	-5	-19	-1	0	206	8.95	1,843.60	23.00	1,843.60
2022 Torrontes Riojano	156	0	0	0	0	0	156	8.93	1,393.59	18.00	2,808.00
2023 Albarino	425	-67	-19	-14	-2	0	323	7.04	2,274.22	18.00	5,814.00
2023 Chardonnay	510	-485	-12	-12	-1	0	0	7.61	0.00	18.00	-
2023 Malbec	756	0	0	0	0	0	756	6.98	5,276.38	23.00	17,388.00
2023 Pinot Noir Blend	1,566	-806	-20	-20	-5	0	715	6.52	4,662.83	23.00	16,445.00
2023 Pinot Noir Blend (2nd Bottling)	636	0	0	0	0	0	636	6.27	3,986.58	23.00	14,628.00
2023 Pinot Noir (Clone 91)	138	-10	0	-1	-1	0	126	7.24	911.71	23.00	2,898.00
2023 Pinot Noir (Clone 777)	111	-22	0	-2	-1	0	86	7.28	625.94	23.00	1,978.00
2023 Pinot Rose	238	-58	-42	-19	1	0	120	7.00	839.73	18.00	2,160.00
2023 Red Blend	504	-259	-2	-2	11	0	252	5.52	1,392.27	17.00	4,284.00
2023 Sparkling Wine 750ml	151	-128	-15	-11	3	0	0	6.79	0.00	23.00	-
2023 Sparkling Wine 750ml (2nd Btlg)	0	-34	0	-3	-2	39	0	23.33	0.00	23.00	-
2023 Sparkling Wine 1.5L	0	0	0	-1	0	11	10	46.65	466.50	40.00	400.00
2023 Syrah	864	0	0	0	0	0	864	8.44	7,294.21	23.00	19,872.00
2023 Torrontes (.375 L)	110	-7	-1	-6	-1	0	95	6.97	662.18	18.00	1,710.00
2023 Zinfandel	18	-17	0	0	-1	0	0	6.88	0.00	23.00	-
2024 Albarino	192	0	0	0	0	0	192	17.09	3,280.95	18.00	3,456.00
2024 Chardonnay	504	-149	0	-5	0	0	350	14.91	5,218.83	18.00	6,300.00
2024 Pinot Noir	2,254	0	0	0	2	0	2,256	11.28	25,456.03	23.00	51,888.00
2024 Pinot Rose	192	0	0	0	0	0	192	17.95	3,445.63	18.00	3,456.00
2024 Torrontes	287	0	0	0	0	0	287	12.71	3,648.92	18.00	5,166.00
Total Number of Bottles	10,575	-2,476	-171	-165	1	50	7,814		0.00		
Cost Value Totals	\$ 95,170.45	\$ (19,409.58)	\$ (1,313.34)	\$ (1,414.64)	\$ (38.60)	\$ 1,422.82	\$ 74,417.40		\$ 74,417.40		\$ 166,079.25

**Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report - Bulk Wines
December 31, 2025**

Vintage/Varietal	FY26 Beginning Inventory Bulk Gallons	Plus: YTD Harvest Bulk Gallons	Plus/Minus: YTD Destroyed/*Losses Bulk Gallons	Minus: YTD Bottling Bulk Gallons	Plus/Minus FY26 Blending	FY26 Ending Inventory Bulk Gallons	FY26 Ending Inventory Cost Value	FY26 Ending Inventory Cost/Gallon	FY26 Ending Inventory Cost Value (Case Equivalent)
2023 Alacante Bouschet	4.00	0.00	0.00	0.00	0.00	4.00	95.61	23.90	56.89
2023 Sparkling Pinot Noir (Clone 091)	28.93	0.00	(16.22)	(12.71)	0.00	0.00	-	-	-
2023 Pinot Saignee	11.00	0.00	0.00	0.00	0.00	11.00	303.06	27.55	65.57
2023 Red Blend	49.50	0.00	0.00	0.00	0.00	49.50	888.27	17.94	42.71
2024 Cabernet Sauvignon (TTT)	59.00	0.00	(5.00)	0.00	5.00	59.00	1,572.93	26.66	63.45
2024 Malbec	124.00	0.00	(11.00)	0.00	5.00	118.00	2,823.36	23.93	56.95
2024 Pinot Rose (Clone #91)	15.00	0.00	0.00	0.00	0.00	15.00	1,209.57	80.64	191.92
2024 Pinot Sparkling (Clone #91)	65.00	0.00	0.00	0.00	0.00	65.00	3,947.69	60.73	144.55
2024 Red Blend	59.00	0.00	(5.00)	0.00	5.00	59.00	3,670.69	62.22	148.07
2024 Syrah	142.60	0.00	(9.60)	0.00	(15.00)	118.00	5,807.79	49.22	117.14
2024 Syrah Rose	15.00	0.00	0.00	0.00	0.00	15.00	884.10	58.94	140.28
2024 Touriga	30.00	0.00	0.00	0.00	0.00	30.00	1,396.82	46.56	110.81
2025 Albarino	0.00	25.00	(4.00)	0.00	0.00	21.00	559.14	26.63	63.37
2025 Cabernet	0.00	17.00	(3.00)	0.00	0.00	14.00	380.21	27.16	64.64
2025 Chardonnay	0.00	75.00	(7.00)	0.00	0.00	68.00	1,677.41	24.67	58.71
2025 Grenache Blanc (001 Early Pick)	0.00	65.00	(7.00)	0.00	0.00	58.00	1,453.75	25.06	59.65
2025 Grenache Blanc (002 2nd Harvest)	0.00	80.00	(15.00)	0.00	(65.00)	0.00	-	-	-
2025 Grenache Blanc (003 2nd Harvest)	0.00	0.00	(2.00)	0.00	65.00	63.00	1,789.23	28.40	67.59
2025 Pinot Noir (Blend)	0.00	74.00	0.00	0.00	0.00	74.00	1,655.04	22.37	53.23
2025 Pinot Noir (Lot #667)	0.00	75.00	(5.00)	0.00	0.00	70.00	1,677.41	23.96	57.03
2025 Pinot Noir (Sparkling Clone 91)	0.00	65.00	0.00	0.00	0.00	65.00	1,453.75	22.37	53.23
2025 Syrah Blend	0.00	0.00	(13.00)	0.00	107.00	94.00	2,393.10	25.46	60.59
2025 Syrah A	0.00	60.00	0.00	0.00	(60.00)	0.00	-	-	-
2025 Syrah B	0.00	47.00	0.00	0.00	(47.00)	0.00	-	-	-
2025 Syrah C	0.00	30.00	(18.00)	0.00	0.00	12.00	670.96	55.91	133.07
2025 Syrah Rose	0.00	14.00	0.00	0.00	0.00	14.00	313.12	22.37	53.23
2025 Torrontes	0.00	31.00	(1.00)	0.00	0.00	30.00	693.33	23.11	55.00
Total number of Gallons	603.03	658.00	(121.82)	(12.71)	0.00	1,126.50	37,316.35	33.13	78.84

*Losses due to Blending, Bottling, Evaporation, Filtrations, Spillage

**Unallocated costs will be allocated as the current fiscal year's harvest comes in.



To: Board of Directors	INFORMATION ITEM
From: Dennis Curran, Treasurer	Date: March 4, 2026
Subject: Financial Report	Item Number: 4.D. Enclosure(s): Page 1 of 3

BACKGROUND

Attached are the income statement and balance sheets for the AHC Viticulture and Enology Foundation. A report on year-to-date financial data ending fiscal year December 31, 2025 will be provided.

**AHC Viticulture & Enology Foundation
Statement of Financial Position
For The Period Ending 12/31/2025**

Assets

Claim on Cash	67,741
Cash on Hand	100
Accounts Receivable	2,092
Charge Sale Clearing Account	151
Inventory-Bulk Wine	37,316
Inventory-Bottled Wine	74,417
Total Assets:	<u>181,817</u>

Liabilities

Sales Tax Payable	763
CA CRV Fee Payable	409
Beverage Mfg Processing Fee Payable	28
SBC Wine Assessment Payable	87
Total Liabilities:	1,286

Fund Balance

Fund Balance, July 1	171,593
Current Income (Loss)	8,938
Total Fund Balance:	<u>180,531</u>
Total Liabilities and Fund Balance:	<u>181,817</u>

**AHC Viticulture & Enology Foundation
Statement of Operations
For The Period Ending 12/31/2025**

Revenue

Contributions, Gifts, Grants & Endowments	2,000
Non Cash Contribution	12,397
Net Revenue	14,397

Wine Operations

Shipping Fee Revenue	279
Sales and Commission	55,103
Sales Discounts	(19,921)
Net Sales	35,460
Cost of Goods Sold	(22,249)
Gross Profit (Loss)	13,211
Gross Profit Margin	37.3%

Total Revenues 27,608

Expenditures

CSEA Overtime Non Instr	115
Office/Operational Supplies	4,093
In Kind Supply Expense	625
Inventory Allocation Expense	(15,508)
Food - Business Meetings/Events	691
Service Contracts (Businesses)	9,849
Travel - All Travel Costs	1,367
Non-Tech Licenses, Permits, Fees	410
In Kind-Software/Technology Licenses	9,990
Insurance	186
Legal Fees	428
In Kind-Legal Fees	488
Excise Tax	22
Sales Tax Expense	124
Postage/Express Services	336
Advertising/Sponsorships	1,907
Bank Service Charges	28
Merchant Fees	1,463
Cash Over and Short	5
Equipment	758
Equipment-In Kind	1,294
Total Expenditures	18,670
Net Income (Loss)	8,938

Fund Balance

Fund Balance, July 1	171,593
Current Balance	<u>\$180,531</u>



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 4, 2026
Subject: AHC Wine Festival Update	Item Number: 4.E.
	Enclosure(s): Page 1 of 1

BACKGROUND

An update on the 4th Annual West Coast College & University Wine Festival will be presented.



To: Board of Directors	INFORMATION ITEM
From: Dennis Curran, Treasurer	Date: March 4, 2026
Subject: 2024 Varietals Inventory Cost Increase Report	Item Number: 4.F.
	Enclosure(s): Page 1 of 2

BACKGROUND

The information below is based on an analysis of all 2024 varietals, which were harvested and produced in FY2025.

Executive Summary:

The higher inventory valuation for the 2024 varietals (\$19.12 in Fiscal Year (FY) 2024 to \$49.12 in FY2025) is primarily due to a 51.9% decline in harvest volume and increased production losses during FY2025, the year in which the 2024 varietals were harvested. In addition, higher vineyard management and laboratory service costs in FY2025, driven by additional contracted vineyard services, new vineyard plantings, expanded laboratory analyses, and vendor rate increases, contributed to an increase in the average per-gallon cost.

Supporting Data:

FY2024

- 2,293.77 gallons harvested
- \$43,862.42 in harvest and crush costs
- Average cost of \$19.12 per gallon

FY2025

- 1,104.20 gallons harvested (51.9% decline from FY2024)
- \$54,234.75 in harvest and crush costs
- Average cost of \$49.12 per gallon

Full Explanation of Inventory Cost Increases for 2024 Varietals (Harvested in FY2025)

The increase in inventory costs for the 2024 varietals, which were harvested and produced in FY2025, is primarily the result of significantly lower harvest volume, higher production losses, and increased production-related service costs incurred during that fiscal year.

There is a direct and well-established relationship between harvest volume and per-gallon production cost. As shown in the data, harvest volumes declined substantially in FY2025 while total harvest and crush costs increased:

FY2024

- 2,293.77 gallons harvested
- \$43,862.42 in harvest and crush costs
- Average cost of **\$19.12 per gallon**

FY2025

- 1,104.20 gallons harvested (a decline of more than 50%)
- \$54,234.75 in harvest and crush costs
- Average cost of **\$49.12 per gallon**

Although harvest volume in FY2025 was significantly lower, total production costs did not decrease proportionately. From an accounting perspective, production costs were required to be allocated across substantially fewer gallons of wine, resulting in a materially higher per-gallon cost for the 2024 varietals.

In addition, production losses increased in FY2025, the year in which the 2024 varietals were crushed and made into wine. As Dr. Walthers noted, the 2024 Pinot Rose had a very high cost per gallon, which is attributed to a 39% production loss. For all 2024 varietals, the higher loss percentage reduced the volume of finished wine available for bottling. As a result, the total cost of production was allocated across fewer recoverable gallons, further increasing the inventory cost basis of the 2024 varietals.

Service contract expenses incurred during FY2025 also contributed to the higher inventory valuation:

- **Maverick Farming:**
Costs increased due to additional vineyard management services required when a scheduled viticulture class could not be held because of low enrollment, resulting in the use of contracted labor for activities that would otherwise have been instructional. Additionally, two new vineyard rows were planted during FY2025, and Maverick implemented higher service rates, both of which increased overall vineyard service expenses.
- **ETS Laboratories:**
Expenses increased due to the addition of new analytical services, including L-malic acid testing and a basic juice profile, along with general service rate increases. These laboratory services are directly related to wine production quality and compliance and are therefore capitalized as part of inventory costs.

In summary, the higher inventory costs recorded for the 2024 varietals reflect the combined effect of lower harvest volumes, increased production losses, and higher production-related service costs incurred in FY2025. These factors resulted in higher per-unit costs being allocated to fewer gallons of finished wine, significantly increasing the cost basis of the 2024 varietals.