

Allan Hancock College

Viticulture & Enology Foundation



AGENDA

Board of Directors

Quarterly Meeting

December 18, 2019

3:30 PM

Captain's Room
Building B
Room 102



Allan Hancock College Viticulture & Enology Foundation



AGENDA

Board of Directors

Quarterly Meeting

Wednesday, December 18, 2019 – 3:30 PM

Captain's Room 102, Building B

	<u>Page</u>	<u>Est. Time</u>
1. Call to Order		3:30 PM
2. Public Comment		
<p>The section of the agenda is intended for members of the public to address the board on items involving the foundation. Public comment not pertaining to specific agenda items is 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> Testimony on specific agenda items will be welcome during consideration of the item by the board. When public testimony is completed regarding a specific agenda item, discussion is then confined to board members only. This practice is in accordance with laws governing board of directors' public meetings.</p>		
3. Action Items		3:30 PM
3.A. Approval of September 18, 2019 Meeting Minutes	3	
<p>A recommendation that the board approve the minutes from the September 18, 2019 meeting.</p>		
3.B. Appointment of Board Member	5	
<p>A recommendation that the board appoint Sean Abel as a member and secretary to the Viticulture and Enology Foundation board of directors, effective December 18, 2019.</p>		
3.C. Acceptance of Donations	6	
<p>A recommendation that the board accept the donations received.</p>		
4. Information Items		3:45 PM
4.A. Winery Software Update	7	
<p>A report on new software for the winery operations.</p>		
4.B. Updated V & E Calendar	8	

	<u>Page</u>	<u>Est. Time</u>
A report on the winery's updated timetable of activities, sales, and coordination.		
4.C. AHC Wine Festival	9	
An update on the AHC Wine festival.		
4.D. Vineyard Estimated Grape Production	10	
An update on future vineyard plantings.		
4.E. Equipment Needs	11	
An update on future equipment needs.		
4.F. Update on Fundraiser at Presqu'ile Winery	12	
A report on the fundraiser for AHC's Winery 5 th anniversary celebration.		
4.G. Winery Board Inventory Report	13	
A report on inventory as of September 30, 2019.		
4.H. Financial Report	17	
A report on year-to-date financial data ending September 30, 2019.		
5. New Business/Oral Reports		4:20 PM
6. Adjournment		4:30 PM

The next regular meeting of the board of directors will be held on March 25, 2020.

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. Please make requests 48 hours prior to the meeting in order 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
 Larry Lahr, Vice President
 Eric D. Smith, Treasurer
 Linda D. Metaxas, Ph.D., Secretary
 Alfredo Koch, Ph.D., Board Member

Minutes

Board of Directors

Quarterly Meeting

Wednesday, September 18, 2019

3:30 p.m.

Allan Hancock College
 Captain's Room 102, Building B
 800 South College Drive, Santa Maria, CA 93454

1. Call to Order

Dr. Kevin G. Walthers called the meeting to order at 3:32 p.m. with the following directors present: Alfredo Koch, Larry Lahr, Linda Metaxas and Eric D. Smith.

Absent: None

Guests present: Keli Seyfert

Note taker: Espie Valenzuela

2. Public Comment

No public comments were received.

3. Action Items

3.A. Approval of June 19, 2019 Meeting Minutes

On a motion by Larry Lahr seconded by Alfredo Koch, the board approved the minutes from the June 19, 2019 board meeting.

(Ayes: Koch, Lahr, Mahon, Smith, Walthers; Noes: None; Abstentions: None; Absent: None)

3.B. Acceptance of Donations

The board received supplies donated by Vineyard Industry Products and Nutrien Ag Solutions valued at \$3198.22 in support of the viticulture program.

On a motion by Eric D. Smith seconded by Larry Lahr, the board approved the donations received.

(Ayes: Koch, Lahr, Mahon, Smith, Walthers; Noes: None; Abstentions: None; Absent: None)

3.C. Approval to Purchase Grapes

The grapes requested for purchase are Albarino, Grenache blanc, Cabernet franc, and Syrah to complement the wines established at Allan Hancock College.

On a motion by Eric D. Smith seconded by Alfredo Koch, the board approved the purchase of grapes totaling \$5,800.

(Ayes: Koch, Lahr, Mahon, Smith, Walthers; Noes: None; Abstentions: None; Absent: None)

4. Information Items

4.A. Wine Plan for 2020 and Sales Plan for Current Inventory

Alfredo Koch shared a presentation displaying the winery's sales for 2018-19, along with the projected sales for 2019-20. Sales are primarily from the tasting room incorporated inside the campus winery and to a few retail stores. The wine plan for 2020 and sales plan for the current inventory was outlined in the 2019 Crush Plan.

4.B. Staffing Update

Linda Metaxas stated the Winery Operations position remains vacant. The revised job description and title, winery operations & lab specialist, is being reviewed by CSEA. Linda will follow up with human resources regarding the approval of the new job description and timeline for posting the position.

4.C. Update on Fundraiser at Presqu'ile Winery

Terri Lee Coleman provided handouts regarding the fundraiser at Presqu'ile Winery. A final update on the fundraiser will be provided at the next meeting.

4.D. Winery Board Inventory Report

Keli Seyfert reviewed the wine inventory as of June 30, 2019. A summary chart by wine type was suggested as an additional handout for future use.

4.E. Financial Report

Keli Seyfert discussed the financial statements detailing the year-to-date financial data ending June 30, 2019. Keli noted an increase in the fund balance.

5. New Business/Oral reports

Alfredo shared new label images with the board members and a list of equipment for future purchase i.e. an elevator, microscope, electrical upgrades, automatic external defibrillator, barrels, and a barrel fermenter. Dr. Walthers suggested these items should go through the process of an instructional equipment request.

Future Events:

- September 21, 2019 - AHC's Winery 5th Anniversary Celebration at Presqu'ile Winery
- September 24, 2019 - Welcome Reception for Trader Joe's Employees
- October 3, 2020 - AHC Wine Festival

Alfredo provided drafts regarding a new and improved layout of the tasting room.

6. Adjournment

The next regular meeting of the board of directors will be held on December 18, 2019 at 3:30 p.m.

adjourned 4:20

Linda Metaxas
Foundation Secretary



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Kevin G. Walthers, President	Date: December 18, 2019
Subject: Appointment of Board Member	Item Number: 3.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

Former Interim Dean of Academic Affairs, Linda Metaxas, served as secretary to the Viticulture & Enology Foundation board of directors from August 12, 2019 through December 9, 2019. Sean Abel was hired as the permanent dean of academic affairs December 11, 2019. Staff recommends that Sean Abel be appointed as secretary for the Viticulture & Enology Foundation effective December 13, 2019.

FISCAL IMPACT

None

RECOMMENDATION

Staff recommends that the board appoint Sean Abel as a member and secretary to the Viticulture and Enology Foundation board of directors.



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Eric D. Smith, Treasurer	Date: December 18, 2019
Subject: Acceptance of Donations	Item Number: 3.C.
	Enclosure(s): Page 1 of 1

BACKGROUND

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

- On September 12, 2019, Santa Maria Sun donated two ¼ page color ads in celebration of the 5th Anniversary of the AHC Winery
- On October 2, 2019, Laffort USA Inc. donated wine making products and yeast nutrients.
- On October 3, 2019, the V & E Program receive a monetary donation of \$100 from Praful and Sangita Patel.
- On December 3, 2019, Avina Vineyard donated 1 ton of Zinfandel grapes.
- On December 4, 2019, MA Silva USA donated 1,500 corks.

FISCAL IMPACT

None

RECOMMENDATION

Staff recommends that the board accept the donations received.



To: Board of Directors	INFORMATION ITEM
From: Alfredo Koch	Date: December 18, 2019
Subject: Winery Software Update	Item Number: 4.A.
	Enclosure(s): Page 1 of 1

BACKGROUND

Information on all aspects of winemaking operations tracked using the Winemakers Database. This database is supported using a FoxPro platform. Vintrace is a cloud based winery management software that is being used by many regional wineries, including Cal Poly. Vintrace is also accessible through cell phone applications.

Vintrace has graciously donated the use of their software to the Viticulture and Enology program. The use of Vintrace enable us to improve our winery management system and present students with the opportunity to learn about state of the art winery management software. The plan would be to implement the use of Vintrace between January and February 2020.

Listed below is information on Vintrace:

- Founded in 2007 with Head Office based in Melbourne, Australia
- Self-funded, no debt, original Founders remain
- Canadian Enterprise Winemakers began using Vintrace in 2008
- In 2014 established North American Headquarters in Sonoma, California
- 440 global Customers, including wineries, cideries and breweries
- 2,000 individual system users accessing Vintrace on a daily basis
- 18 staff working in our Melbourne office and 6 staff in Sonoma
- Significant and On-Going R&D Investment

Vintrace software covers the following areas:

- Intake
- Wine Making
- Bottling
- Sales
- Costing
- Inventory Management



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Alfredo Koch	Date: December 18, 2019
Subject: Updated V & E Calendar	Item Number: 4.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

Functions and activities have been updated for the vineyard, winery, sales and coordination. A detailed calendar will be provided during the meeting.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Alfredo Koch	Date: December 18, 2019
Subject: AHC Wine Festival	Item Number: 4.C.
	Enclosure(s): Page 1 of 1

BACKGROUND

Staff is developing a plan for a promotional Wine Festival for the Centennial Celebration of Allan Hancock College. The event is scheduled for October 3, 2020 from 2:00 p.m. to 6:00 p.m. We estimate ten wineries and five food trucks/restaurants will participate in the celebration. Each admission ticket will include a wine glass from AHC. Another possibility is to include a vine. Additional details will be forthcoming in the spring.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Alfredo Koch	Date: December 18, 2019
Subject: Vineyard Estimated Grape Production	Item Number: 4.D.
	Enclosure(s): Page 1 of 1

BACKGROUND

Staff has developed a plan for future vineyard plantings. The plan is to remove two rows of Torrontes and two rows of Chardonnay. We propose to plant four rows of Gewürztraminer in their place. Similarly, we plan to remove the Pinot noir Clone 91 and plant four rows of a Spanish varietal and to expand the planting of Syrah where the old picnic area was located.

Based on the success or failure of the plan, we may propose to remove more Pinot noir and plant different upcoming varietals.

<i>Cultivar</i>	<i>Current</i>		<i>Proposed</i>		
	<i>Acres</i>	<i>Cases</i>	<i>Acres</i>	<i>Cases</i>	<i>Diff Cases</i>
<i>Pinot noir</i>	1.96	625	1.50	478	-147
<i>Chardonnay</i>	0.40	127	0.30	95	-32
<i>Syrah</i>	0.30	95	0.39	123	28
<i>Malbec</i>	0.21	66	0.21	66	0
<i>Cabernet Sauvignon</i>	0.06	19	0.06	19	0
<i>Portuguese</i>	0.10	33	0.10	33	0
<i>Spanish</i>			0.21	66	66
<i>Torrontes</i>	0.30	95	0.25	79	-16
<i>Albarino</i>	0.10	32	0.25	79	48
<i>Gewürztraminer</i>			0.15	48	48
<i>Grenache blanc</i>			0.10	33	33
<i>Totals</i>	3.44	1093	3.52	1121	28



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Alfredo Koch	Date: December 18, 2019
Subject: Equipment Needs	Item Number: 4.E.
	Enclosure(s): Page 1 of 1

BACKGROUND

The prioritized list is presented for future equipment requests:

1. Defibrillator for Winery	\$2,000
2. Grape Elevator	\$13,000 or \$6,000 (used)
3. Refrigerator	\$800
4. Oak Barrels	\$2,000
5. Tasting Room Renovation	TBD
6. 4 Half Ton Bins	\$2,000
7. Swash Washer	\$6,500
8. Electrical Upgrade in Winery	TBD
9. Microscope for Wine Microbiology	\$13,000
10. Must Pump	\$22,000
11. Red Wine Fermentation Tank	\$9,000
12. Fermentation Barrel	\$2,500
13. Pick-up Truck	\$25,000
Grand Total	\$97,800



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Alfredo Koch	Date: December 18, 2019
Subject: Update on Fundraiser at Presqu'ile Winery	Item Number: 4.F.
	Enclosure(s): Page 1 of 1

BACKGROUND

In celebration of its fifth anniversary, the Allan Hancock College Winery held a special event on Saturday, September 21, 2019, 6:00 p.m. to 9:00 p.m. at Presqu'ile Winery to benefit the AHC Viticulture and Enology Foundation. It was a beautiful evening attended by nearly 90 people, including volunteers.

As of the end of October, 162 bottles had been given away to attendees, sponsors, volunteers and one bottle had been opened for tasting. As of November 27, 95 bottles were sold for net sales of a little over \$2,000. Publicity for the event generated interest & support driving additional foot traffic to the winery and support of AHC V&E Foundation resulting in a \$1,500 donation from George & Jane Roach.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Eric D. Smith	Date: December 18, 2019
Subject: Winery Board Inventory Report	Item Number: 4.G.
	Enclosure(s): Page 1 of 4

BACKGROUND

Attached is the winery board inventory report for the AHC Viticulture and Enology Foundation as of September 30, 2019.

Allan Hancock College Viticulture & Enology Foundation

Board Inventory Report

As of September 30, 2019

Bottled Wines												
Vintage/Varietal	FY20 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donations	Minus: YTD Tasting/Damaged	Plus/Minus: YTD Adjustments	Plus: YTD Inventory Additions	Less: Removed for Testing	FY20 Ending Inventory (Bottles)	Cost per Bottle	FY20 Ending Inventory Cost Value	Retail Cost per Bottle	FY20 Ending Retail Cost Value
2012 White Wine	6	-4	0	0	-2	0	0	0	\$ 1.53	\$ -	\$ 7.00	\$ -
2014 Pinot Noir AHC (Estate SBC)	362	-45	-1	-5	-61	0	0	250	3.38	845.00	18.00	4,500.00
2014 Syrah SBC	25	-26	-1	-4	6	0	0	0	3.38	0.00	18.00	-
2015 Chardonnay	41	-34	-12	-2	27	0	0	20	1.76	35.14	14.00	280.00
2015 Pinot Noir	1,346	-38	-25	-30	-83	0	0	1170	1.76	2,060.37	18.00	21,060.00
2015 Pinot Noir Rose	340	-54	-1	-8	-108	0	0	169	2.93	495.16	14.00	2,366.00
2015 Syrah	195	-56	0	-8	-54	0	0	77	1.78	137.32	18.00	1,386.00
2015 Torrontes	428	-42	-3	-34	-136	0	0	213	2.29	487.41	14.00	2,982.00
2016 Cabernet Sauvignon #1	0	-1	0	0	1	0	0	0	4.26	0.00	15.00	-
2016 Chardonnay	180	-114	0	-2	-49	0	0	15	4.44	66.62	14.00	210.00
2016 Pinot Noir	236	-155	-4	-5	-56	0	0	16	4.35	69.53	18.00	288.00
2016 Pinot Noir Rose	502	-133	-2	-8	-208	0	0	151	4.83	728.63	14.00	2,114.00
2016 Syrah	70	-54	0	-7	-9	0	0	0	4.62	0.00	18.00	-
2016 Torrontes	88	-55	0	-4	-21	0	0	8	4.19	33.50	14.00	112.00
2016 Pinot Noir Blanc de Noir (Sparkling)	461	-42	-12	-16	20	0	0	411	4.46	1,832.40	30.00	12,330.00
2017 Albarino	423	-23	-2	-6	-18	0	0	374	6.05	2,262.96	14.00	5,236.00
2017 Cabernet Sauvignon (Paso Robles)	528	-502	-3	-3	-16	0	0	4	6.34	25.37	15.00	60.00
2017 Cabernet Sauvignon (Rancho Sisquoc)	348	-348	0	0	0	0	0	0	6.95	0.00	15.00	-
2017 Pinot Noir	768	0	0	0	57	0	0	825	6.61	5,453.93	18.00	14,850.00
2017 Pinot Noir Rose	882	-38	0	-14	-110	0	0	720	6.31	4,543.23	14.00	10,080.00
2017 Syrah	420	-37	0	-4	-41	0	0	338	5.96	2,014.28	18.00	6,084.00
2017 Torrontes	696	-14	0	0	-43	0	0	639	5.22	3,336.47	14.00	8,946.00
2018 Albarino	324	-17	0	0	6	0	0	313	5.68	1,776.35	14.00	4,382.00
2018 Chardonnay (Steel)	577	-39	0	-1	4	0	0	541	6.53	3,533.76	14.00	7,574.00
2018 Chardonnay (Oak)	432	0	0	-1	0	0	0	431	8.39	3,616.52	14.00	6,034.00
2018 Pinot Noir Rose	324	-5	-2	-2	33	0	0	348	5.21	1,812.95	14.00	4,872.00
2018 Malbec	384	-34	-2	-5	-12	0	0	331	4.89	1,619.89	15.00	4,965.00
2018 Syrah (RSQ)	0	-33	0	0	0	0	0	0	0.00	0.00	18.00	-
2018 Syrah (Donated RSQ)	0	0	0	0	0	0	0	0	0.00	0.00	18.00	-
2018 Torrontes (Old)	972	-14	-2	-3	46	0	0	999	4.42	4,411.69	14.00	13,986.00
2018 White Wine (Field Blend)	696	0	0	0	-24	0	0	672	5.92	3,978.38	14.00	9,408.00
Total Number of Bottles	12,054	-1,958	-72	-172	-850	0	0	9,035				
Cost Value Totals	\$ 55,761.76	\$ (10,099.63)	\$ (222.36)	\$ (622.49)	\$ (3,274.51)	\$ -	\$ -	\$ 45,176.86		\$ 45,176.86		\$ 144,105.00
										Unallocated Bottling Costs		\$ 6,502.13
										Total Cost Value of Bottled Wine		\$ 51,678.99

Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report
First Class Pinot Noir
As of September 30, 2019

Bottled Wines											
Vintage/Varietal	FY20 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donations	Minus: YTD Tasting/Damaged	Plus/Minus: YTD Adjustments	Plus: YTD Inventory Additions	FY20 Ending Inventory (Bottles)	Cost per Bottle	FY20 Ending Inventory Cost Value	Retail Cost per Bottle	FY20 Ending Retail Cost Value
First Class Pinot Noir	0	-59	-162	-1	0	600	378	\$ 16.67	\$ 6,301.26	\$ 30.00	\$ 11,340.00
Total number of Gallons											
Total Number of Bottles	0	-59	-162	-1	0	600	378				
Cost Value Totals		\$ (983.53)	\$ (2,700.54)	\$ (16.67)	\$ -		\$ 6,299.26		\$ 6,299.29		\$ 11,340.00

Allan Hancock College Viticulture & Enology Foundation Board Inventory Report As of September 30, 2019						
Vintage/Varietal	Bulk Wines					
	Beginning Inventory Bulk Gallons	Ending Inventory Bulk Gallons	FY20 Ending Inventory Cost Value	FY20 Ending Inventory Cost/Gallon	FY20 Ending Inventory Cost Value (Case Equivalent)	
2016 Petit Verdot	8	-	-	-	-	-
2016 Bordeaux Mix	158	15	328.77	21.92	52.16	52.16
2017 Chardonnay	5	5	137.81	27.56	65.60	65.60
2017 Pinot Noir	10	5	275.11	55.02	130.95	130.95
2017 Pinot Noir Blanc de Noir (Sparkling)	206	206	5,336.37	25.90	61.65	61.65
2018 Blanc de Noir (Sparkling)	225	218	5,284.35	24.24	57.69	57.69
2018 Bordeaux (Blend)	59	59	1,124.25	19.06	45.35	45.35
2018 Cabernet Sauvignon (J. Lohr-PR)	9	-	-	-	-	-
2018 Cabernet Sauvignon (RSQ)	119	119	2,884.01	24.24	57.68	57.68
2018 Pinot Noir 667	285	285	5,588.47	19.61	46.67	46.67
2018 Pinot Noir 91 Cordon Prune	118	118	2,415.32	20.47	48.72	48.72
2018 Pinot Noir Rose CC (Central Coast)	55	55	1,125.78	20.47	48.72	48.72
2018 Merlot	50	50	1,193.15	23.86	56.79	56.79
2018 Red Wine (Field Blend)	57	57	1,034.73	18.15	43.20	43.20
2018 Syrah (RSQ)	59	59	2,150.53	36.45	86.75	86.75
2018 Syrah (Donated RSQ)	281	129	2,613.39	20.26	48.22	48.22
2018 Torrontes (AHC) (New)	118	-	-	-	-	-
2019 Albarino	-	241	3,250.36	13.49	32.10	32.10
2019 Chardonnay (Oak)	-	118	1,591.46	13.49	32.10	32.10
2019 Chardonnay SBC	-	73	984.55	13.49	32.10	32.10
2019 Cabernet Sauvignon (008 - Donated)	-	118	1,591.46	13.49	32.10	32.10
2019 Cabernet Sauvignon (047 - Donated)	-	59	795.73	13.49	32.10	32.10
2019 Cabernet Sauvignon (412 - Donated)	-	59	795.73	13.49	32.10	32.10
2019 Cabernet Sauvignon (DCV - Donated)	-	118	1,591.46	13.49	32.10	32.10
2019 Grenache blanc (Halter Ranch-Donated)	-	66	890.14	13.49	32.10	32.10
2019 Merlot (SBC - Donated)	-	118	1,591.46	13.49	32.10	32.10
2019 Merlot (San Juan - Donated)	-	59	795.73	13.49	32.10	32.10
2019 Malbec (Happy Canyon)	-	59	795.73	13.49	32.10	32.10
2019 Blanc de Noir (Sparkling)	-	165	2,225.35	13.49	32.10	32.10
2019 Pinot Noir (SBC)	-	472	6,365.86	13.49	32.10	32.10
Total number of Gallons	1822	3105	\$ 54,757.07	\$ 17.64	\$ 41.97	\$ 41.97
Cost Value Totals						



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Eric D. Smith	Date: December 18, 2019
Subject: Financial Report	Item Number: 4.H.
	Enclosure(s): Page 1 of 4

BACKGROUND

Attached are the income statement and balance sheet for the AHC Viticulture and Enology Foundation as of September 30, 2019.

AHC Viticulture & Enology Foundation
Statement of Financial Position
For The Period Ending 09/30/2019

Assets

Claim on Cash	81,495
Cash on Hand	100
Accounts Receivable	8,656
OS Accounts Receivable	142
Inventory-Bulk Wine	54,757
Inventory-Bottled Wine	57,978
Total Assets:	<u>203,128</u>

Liabilities

Accounts Payable	3,402
Sales Tax Payable	1,114
Total Liabilities:	<u>4,515</u>

Fund Balance

Fund Balance, July 1	188,547
Current Income (Loss)	10,066
Total Fund Balance:	<u>198,613</u>
Total Liabilities and Fund Balance:	<u>203,128</u>

AHC Viticulture & Enology Foundation
Statement of Operations
For The Period Ending 09/30/2019

Revenue

Contributions, Gifts, Grants & Endowments	22,311
Non Cash Contribution	14,489
Intrafund Transfer-In	26,576
Net Revenue	63,376

Wine Operations

Sales and Commission	31,545
Sales Discounts	(14,281)
Net Sales	17,263
Cost of Goods Sold	(14,219)
Gross Profit	3,044
Total Revenues	66,420

Expenditures

Office/Operational Supplies	15,207
In Kind Supply Expense	10,094
Inventory Allocation Expense	(29,767)
Non Instr Printing	1,061
Graduation Supplies	87
Food - Business Meetings/Events	3,130
Entertainment/Special Events	2,717
Indep Contractor (Individuals)	750
Service Contracts (Businesses)	14,547
Travel - All Travel Costs	1,125
In Kind Facility Rental	5,000
Equipment Rental	111
Sales Tax Expense	296
Postage/Express Services	24
Advertising	151
In-Kind Advertising	364
Merchant Fees	375
Gain/Loss-Disposal of Assets	3,310
Cash Over and Short	(3)
Intrafund Transfers-Out	26,576
Scholarships	1,200
Total Expenditures	56,354
Net Income (Loss)	10,066

Fund Balance

Fund Balance, July 1	188,547
Current Balance	<u>\$198,613</u>

AHC Viticulture & Enology Foundation

Net Wine Sales by Type

July 1 - September 30, 2019

