



BOARD OF DIRECTORS

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

Agenda

Quarterly Regular Meeting

September 2, 2026

Captain's Room, B-102

Allan Hancock College

800 South College Drive, Santa Maria, CA 93454

	<u>Page</u>	<u>Est. Time</u>
1. Call to Order		3 p.m.
2. Public Comment		
Public comments on an agenda item or another topic within the jurisdiction of the Board of Directors will be given in person during the meeting or submitted in writing at least 24 hours before the meeting via email to: chelsea.humes@hancockcollege.edu. The leading speaker from the audience side on each side of the issue will be limited to five minutes. Additional speakers are limited to two minutes. Please submit an individual comment card for each item. Testimony on specific agenda items will be welcome during consideration of the item by the Board of Directors. When public testimony is completed regarding a specific agenda item, discussion is then confined to directors only. This practice is in accordance with laws governing Board of Directors public meetings.		
3. Action Items		
3.A. Approval of Minutes from the May 28, 2026 Meeting	3	
3.B. Acceptance of Donations	5	
4. Information Items		
4.A. Bulk Wine Update	6	
4.B. Bottling Update	7	
4.C. Winery Board Inventory Report	8	
4.D. Financial Report for Viticulture and Enology	11	
4.E. Update/Oral Report on Alcohol Mixers	14	
4.F. Allan Hancock College (AHC) Wine Festival Summary	15	
5. New Business/Oral Reports		
6. Adjournment		

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact Chelsea Humes at 805-922-6966 ext. 3939 or chelsea.humes@hancockcollege.edu. 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 COLLEGE VITICULTURE & ENOLOGY FOUNDATION



BOARD OF DIRECTORS

Kevin G. Walthers, Ph.D., Board President
 Ken Ostini, Vice President
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 Alfredo Koch, Ph.D., Board Member

MINUTES

Annual Meeting and Quarterly Regular Meeting
 May 27, 2026
 Captain's Room, B-102

Annual Meeting

1. Call to Order
 Dr. Walthers called the meeting to order at 3:34 p.m. with the following directors present: Abel, Becker, Koch, Walthers

Absent: Ostini

Staff Members Present: Keli Seyfert, Grace Wearda, Laura Becker

Note taker: Chelsea Humes

2. Action Items

- 2.A. Election of Directors and Officers

On a motion by Sean Abel, seconded by Alfredo Koch, the board of directors voted to approve the minutes from the March 4, 2026 meeting. (Ayes: Abel, Koch, Walthers
 Noes: None; Absent: Ostini)

- 2.B. 2026 Meeting Dates

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

Regular Meeting

3. Public Comment

No public comment was made.

4. Action Items

- 4.A. Approval of March 4, 2026 Meeting Minutes

On a motion by Alfredo Koch, seconded by Sean Abel, the board of directors voted to approve the minutes from the March 4, 2026 meeting. (Ayes: Abel, Koch, Walthers
 Noes: None; Absent: Ostini; Abstained: Becker)

- 4.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, Becker, Koch, Walthers
Noes: None; Absent: Ostini)

5. Information Items

5.A. Bulk Wine Update

G.Wearda provided an update on current bulk wine amounts.

5.B. 2026 Bottling Update

G. Wearda provided an update regarding the inventory for the 2026 bottling.

5.C. Winery Board Inventory Report

K. Seyfert presented the wine inventory report ending March 31, 2026.

5.D. Financial Report

K. Seyfert presented the financial statements detailing the year-to-date financial data ending March 31, 2026. Ms. Seyfert responded to questions.

5.E Tax Year 2024, Fiscal Year 2024-2025 Forms 990, 990-T Tax Returns

K. Seyfert presented the Tax Year 2024, Fiscal Year 2024-2025 Forms 990, 990-T Tax Returns.

5.F Allan Hancock College (AHC) Wine Festival Update

G.Wearda provided an update on the AHC Wine Festival.

- Approximately 32 vendors are confirmed, including wineries, colleges, and food vendors.
- Six colleges will participate in the event.
- More than 250 tickets have been sold as of the meeting date.

6. New Business/Oral Reports

- The board discussed potential future opportunities to incorporate event management and hospitality training into curriculum offerings related to the wine festival.
- Board members requested an oral report for the next meeting on potential for emerging wine-based cocktail products, cider production, sangria offerings, and future winery programming opportunities.

7. Adjournment

Dr. Walthers adjourned the meeting at 3:02 p.m. The next quarterly meeting of the board of directors will be held on September 2, 2026.



ALLAN HANCOCK COLLEGE VITICULTURE & ENOLOGY FOUNDATION

To: Board of Directors		Date: September 2, 2026
From: Laura Becker		
Subject: Acceptance of Donations		
Reason for Board Consideration: ACTION	Item Number: 3.B.	Enclosures: 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
06/10/2026	Trader Joe's Santa Maria	Wine Festival Food Items	\$50
06/17/2026	Sunridge Nurseries, Inc.	Pinot Noir Potted Vines	\$4,000
06/26/2026	Jacob Lindley	5 Wine Barrel Racks (Used)	\$1,200
07/01/2025	Activ Club Solutions	Activ8 Commerce Subscription	\$3,240
07/01/2025	vintrace Winery Software	vintrace Winery Software Subscription	\$16,740
08/10/2026	Santa Barbara Culinary Experience with The Santa Barbara Foundation	Grant Contribution	\$5,000
		Grand Total	\$30,230

FISCAL IMPACT

None

RECOMMENDATION

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

Administrator Initiating Item: Laura Becker	Final Disposition:
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ALLAN HANCOCK COLLEGE VITICULTURE & ENOLOGY FOUNDATION

To: Board of Directors		Date: September 2, 2026
From: Sean J. Abel, Secretary		
Subject: Bulk Wine Update		
Reason for Board Consideration: INFORMATION	Item Number: 4.A.	Enclosures: Page 1 of 1

BACKGROUND

We have 458.8 gallons of bulk wine at the winery reflecting year-to-date data through the fiscal year ended June 30, 2026. The breakdown of the gallonage is in the chart below.

Allan Hancock College Bulk Wine		Gross Gal	Potential Cases	Notes
Vintage	Varietal			
2023	Pinot Saignee	8	3.36	Use for blending
2024	Pinot Rose (Clone 91)	15	6.3	Use for blending
2024	Red Blend	59	24.8	Use for blending or dump
2024	Syrah Rose	15	6.3	Use for blending & topping
2025	Albarino	15	6.3	Use for blending
2025	Torrontes Riojano	20	8.4	Use for blending
2025	Pinot Noir Sparkling Blend	127.2	53.4	In Tirage until Fall 2026
2025	Cabernet Sauvignon	14	5.8	Continue to age until 2027
2025	Pinot Noir	70.6	29.8	Continue to age until 2027
2025	Syrah Rose (Saignee)	14	5.8	Use for blending
2025	Syrah	101	42.4	Continue to age until 2027
	Totals	458.8	192.66	

Administrator Initiating Item:

Sean J. Abel

Final Disposition:



ALLAN HANCOCK COLLEGE VITICULTURE & ENOLOGY FOUNDATION

To: Board of Directors		Date: September 2, 2026
From: Sean J. Abel, Secretary		
Subject: Bottling Update		
Reason for Board Consideration: INFORMATION	Item Number: 4.B.	Enclosures: Page 1 of 1

BACKGROUND

Below is the breakdown of wine bottled in cases, bottles, and gallons based on year-to-date data through the fiscal year ended June 30, 2026.

Allan Hancock College Bottling		Final Cases	Final Bottles	Gals Bottled
Vintage	Varietal			
2023	Sparkling Blanc de Noir (750mL)	3.25	39	7.72
2023	Sparkling Blanc de Noir (1.5L)	0.91	11	2.16
2024	Syrah	49.75	597	118.3
2024	Malbec	50	600	118.9
2024	Cabernet Sauvignon	27.66	332	65.77
2023	Red Blend (02)	22.92	263	54.5
2025	Chardonnay	25	300	59.45
2025	Grenache Blanc	43	516	102.25
2025	Pinot Noir Rose	26.66	320	63.39
	TOTALS	249.15	2,978	592.44

Administrator Initiating Item:

Sean J. Abel, Secretary

Final Disposition:



ALLAN HANCOCK COLLEGE VITICULTURE & ENOLOGY FOUNDATION

To: Board of Directors		Date: September 2, 2026
From: Laura Becker		
Subject: Winery Board Inventory Report		
Reason for Board Consideration: INFORMATION	Item Number: 4.C.	Enclosures: Page 1 of 3

BACKGROUND

Attached are the winery board inventory reports for the AHC Viticulture and Enology Foundation, reflecting year-to-date financial activity through the fiscal year ended June 30, 2026.

Administrator Initiating Item: Laura Becker	Final Disposition:
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Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report - Bulk Wines
June 30, 2026

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	-4.00	0.00	-	-	-
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	-3.00	8.00	220.41	27.55	65.57
2023 Red Blend	49.50	0.00	-0.50	-54.50	5.50	0.00	-	-	-
2024 Cabernet Sauvignon (TTT)	59.00	0.00	-8.72	-66.14	15.86	0.00	-	-	-
2024 Malbec	124.00	0.00	-19.00	-122.00	17.00	0.00	-	-	-
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	-3.00	0.00	-62.00	0.00	-	-	-
2024 Red Blend	59.00	0.00	-6.00	0.00	6.00	59.00	3,694.60	62.62	149.04
2024 Syrah	142.60	0.00	-13.60	-124.00	-5.00	0.00	-	-	-
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	-0.14	0.00	-29.86	0.00	-	-	-
2025 Albarino	0.00	25.00	-7.00	0.00	-3.00	15.00	972.41	64.83	154.29
2025 Cabernet	0.00	17.00	-3.00	0.00	0.00	14.00	793.48	56.68	134.89
2025 Chardonnay	0.00	75.00	-16.00	-62.00	3.00	0.00	-	-	-
2025 Grenache Blanc (001 Early Pick)	0.00	65.00	-17.00	0.00	-48.00	0.00	-	-	-
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	-14.00	-104.00	118.00	0.00	-	-	-
2025 Pinot Noir (Blend)	0.00	74.00	-2.00	0.00	-1.40	70.60	3,386.82	47.97	114.17
2025 Pinot Noir (Lot #667) (Rose)	0.00	75.00	-14.40	-65.00	4.40	0.00	-	-	-
2025 Pinot Noir (Sparkling Clone 91)	0.00	65.00	-5.00	0.00	-60.00	0.00	-	-	-
2025 Pinot Noir Sparkling Blend	0.00	0.00	5.20	0.00	-5.20	0.00	-	-	-
2025 Pinot Noir Sparkling Blend-Tiraged	0.00	0.00	0.00	0.00	127.20	127.20	6,981.59	54.89	130.63
2025 Syrah Blend	0.00	0.00	-15.50	0.00	104.50	89.00	4,994.27	56.12	133.55
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	1,400.26	116.69	277.72
2025 Syrah Rose	0.00	14.00	0.00	0.00	0.00	14.00	653.46	46.68	111.09
2025 Torrontes	0.00	31.00	-3.00	0.00	-8.00	20.00	1,033.53	51.68	122.99
Total number of Gallons	603.03	658.00	-191.88	-610.35	0.00	458.80	26,224.48	57.16	136.04

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

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

Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report - Bottled Wines
June 30, 2026

Vintage/Varietal	FY26 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: Donations	YTD Winery Use	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	-11	0	0	0	12.66	0.00	23.00	-
2021 Chardonnay Sparkling Cuvee	3	-2	0	-1	0	0	0	7.99	0.00	23.00	-
2021 Red Blend	58	-33	-8	-17	0	0	0	9.38	0.00	17.00	-
2021 Syrah	50	-37	0	-13	0	0	0	6.83	0.00	23.00	-
2021 Torrontes	89	-51	-13	-26	1	0	0	7.87	0.00	18.00	-
2022 Malbec	127	-70	-24	-31	-2	0	0	9.47	0.00	23.00	-
2022 Red Blend	36	-14	-4	-18	0	0	0	9.38	0.00	17.00	-
2022 Sauvignon Blanc	108	-66	-18	-24	0	0	0	9.21	0.00	23.00	-
2022 Syrah	468	-338	-51	-39	4	0	44	8.95	393.80	23.00	393.80
2022 Torrontes Riojano	156	-2	0	-1	-1	0	152	8.93	1,357.89	18.00	2,736.00
2023 Albarino	425	-209	-72	-44	-5	0	95	7.04	668.91	18.00	1,710.00
2023 Chardonnay	510	-485	-12	-12	-1	0	0	7.61	0.00	18.00	-
2023 Malbec	756	-107	0	-36	-9	0	604	6.98	4,215.49	23.00	13,892.00
2023 Pinot Noir Blend	1,566	-1283	-96	-56	9	0	140	6.52	913.03	23.00	3,220.00
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	-18	0	-5	-3	0	112	7.24	810.38	23.00	2,576.00
2023 Pinot Noir (Clone 777)	111	-99	0	-12	1	0	1	7.28	7.28	23.00	23.00
2023 Pinot Rose	238	-107	-78	-49	9	0	13	7.00	90.94	18.00	234.00
2023 Red Blend	504	-484	-2	-12	17	0	23	5.53	127.09	17.00	391.00
2023 Red Blend (2nd Bottling)	0	0	0	0	-24	263	239	6.22	1,486.23	17.00	4,063.00
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	-7	0	-1	-3	11	0	46.66	0.00	40.00	-
2023 Syrah	864	0	0	-3	0	0	861	8.44	7,268.88	23.00	19,803.00
2023 Torrontes (.375 L)	110	-25	-6	-14	0	0	65	6.97	453.08	18.00	1,170.00
2023 Zinfandel	18	-17	0	0	-1	0	0	6.88	0.00	23.00	-
2024 Albarino	192	-27	0	-13	3	0	155	17.09	2,648.75	18.00	2,790.00
2024 Cabernet Sauvignon	0	0	-3	0	3	332	332	8.85	2,939.52	23.00	7,636.00
2024 Chardonnay	504	-431	-39	-23	-3	0	8	14.91	119.32	18.00	144.00
2024 Malbec	0	0	0	0	-7	600	593	8.11	4,809.99	23.00	13,639.00
2024 Pinot Noir	2,254	0	0	-4	2	0	2,252	11.28	25,410.94	23.00	51,796.00
2024 Pinot Rose	192	-54	0	0	-9	0	129	17.95	2,315.03	18.00	2,322.00
2024 Syrah	0	0	0	0	0	597	597	12.72	7,591.36	23.00	13,731.00
2024 Torrontes	287	0	0	-3	0	0	284	12.71	3,610.78	18.00	5,112.00
2025 Chardonnay	0	-12	0	0	12	300	300	14.41	4,323.85	18.00	5,400.00
2025 Grenache Blanc	0	0	0	-8	0	516	508	16.12	8,191.15	18.00	9,144.00
2025 Pinot Rose	0	0	0	0	0	320	320	14.04	4,491.69	18.00	5,760.00
Total Number of Bottles	10,575	-4,153	-441	-490	-6	2,978	8,463		0.00		
Cost Value Totals	\$ 95,171.91	\$ (34,451.31)	\$ (3,597.31)	\$ (4,283.21)	\$ (200.73)	\$ 35,591.72	\$ 88,231.99		\$ 88,231.99		\$ 182,313.80



ALLAN HANCOCK COLLEGE VITICULTURE & ENOLOGY FOUNDATION

To: Board of Directors		Date: September 2, 2026
From: Laura Becker		
Subject: Financial Report for Viticulture and Enology		
Reason for Board Consideration: INFORMATION	Item Number: 4.D.	Enclosures: Page 1 of 3

BACKGROUND

Attached are the Statement of Financial Position and Statement of Operations reports for the AHC Viticulture and Enology Foundation, reflecting year-to-date financial activity through the fiscal year ended June 30, 2026.

Administrator Initiating Item: Laura Becker	Final Disposition:
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AHC Viticulture & Enology Foundation
Statement of Financial Position
For The Period Ending 06/30/2026

Assets

Claim on Cash	58,558
Cash on Hand	100
Accounts Receivable	1,978
Other Receivables	64
Due From Other Funds	297
Inventory-Bulk Wine	26,224
Inventory-Bottled Wine	88,232
Prepaid Items	205
Deferred Crop Costs	592
Total Assets:	<u>176,251</u>

Liabilities

Accounts Payable	5,204
Sales Tax Payable	362
CA CRV Fee Payable	167
SBC Wine Assessment Payable	41
Other Accounts Payable	876
Total Liabilities:	6,650

Fund Balance

Fund Balance, July 1	171,593
Current Income (Loss)	(1,992)
Total Fund Balance:	169,601
Total Liabilities and Fund Balance:	<u>176,251</u>

AHC Viticulture & Enology Foundation
Statement of Operations
For The Period Ending 06/30/2026

Revenue

Contributions,Gifts,Grants&Endwm nts	2,500
Non Cash Contribution	27,635
Single Tickets	11,250
Other Local Revenues	25
Net Revenue	41,410

Wine Operations

Shipping Fee Revenue	476
Sales and Commission	89,715
Sales Discounts	(33,337)
Net Sales	56,854
Cost of Goods Sold	(47,178)
Gross Profit (Loss)	9,676
Gross Profit Margin	17%
Total Revenues	51,087

Expenditures

CSEA Overtime Non Instr	679
Office/Operational Supplies	9,758
In Kind Supply Expense	5,825
Inventory Allocation Expense	(43,160)
Non Instr Printing	2,107
Food - Business Meetings/Events	3,264
In-Kind Food Supplies	49
Indep Contractor (Individuals)	700
Service Contracts (Businesses)	35,256
Travel - All Travel Costs	2,831
Non-Tech Licenses,Permits,Fees	919
In Kind-Software/Technlgy Licenses	19,980
Insurance	286
Facility Leases	100
Land Lease	400
Repairs (Labor-Diagnostic)	1,556
Technology Hosting Services	70
Legal Fees	428
In Kind-Legal Fees	488
Excise Tax	221
Sales Tax Expense	364
Postage/Express Services	773
Advertising/Sponsorships	2,927
Bank Service Charges	28
Merchant Fees	4,018
Cash Over and Short	7
Equipment	1,911
Equipment-In Kind	1,294
Total Expenditures	53,079
Net Income (Loss)	(1,992)

Fund Balance

Fund Balance, July 1	171,593
Current Balance	<u><u>\$169,601</u></u>



ALLAN HANCOCK COLLEGE VITICULTURE & ENOLOGY FOUNDATION

To: Board of Directors		Date: September 2, 2026
From: Sean J. Abel		
Subject: Update/Oral Report on Alcohol Mixers		
Reason for Board Consideration: INFORMATION	Item Number: 4.E.	Enclosures: Page 1 of 1

BACKGROUND

An update/oral report on alcohol mixers will be presented.

Administrator Initiating Item: Sean J. Abel	Final Disposition:
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ALLAN HANCOCK COLLEGE VITICULTURE & ENOLOGY FOUNDATION

To: Board of Directors		Date: September 2, 2026
From: Sean J. Abel		
Subject: AHC Wine Festival Summary		
Reason for Board Consideration: INFORMATION	Item Number: 4.F.	Enclosures: Page 1 of 1

BACKGROUND

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

Administrator Initiating Item: Sean J. Abel	Final Disposition:
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