

Allan Hancock College

Viticulture & Enology Foundation



Board of Directors Annual Meeting

July 24, 2024
3:00 PM

Allan Hancock College
Captain's Room B102





Allan Hancock College Viticulture & Enology Foundation



Board of Directors

Annual Meeting

Wednesday, July 24, 2024

3:00 PM - 4:00 PM

Captain's Room

AGENDA

	<u>Page</u>	<u>Est. Time</u>
1. Call to Order		3:00 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 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> 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 July 24, 2024, via email to: evalenzuela@hancockcollege.edu. Comments will be read by district staff for the record during the meeting.</p>		
3. Action Items		3:05 PM
3.A. Approval of April 17, 2024 Meeting Minutes	3	
<p>A recommendation that the board approve the minutes from the April 17, 2024 meeting.</p>		
3.B. Acceptance of Donations	5	
<p>A recommendation that the board approve the received donations.</p>		
3.C. Determination of Date, Time, and Place of Board Meetings	6	
<p>A recommendation that the board approve meeting dates for 2024-2025 academic year.</p>		
4. Information Items		3:15 PM
4.A. Bulk Wine Update	7	
<p>An update on current bulk wine amounts will be provided.</p>		

	<u>Page</u>	<u>Est. Time</u>
4.B. 2024 Bottling Update	8	
The 2024 bottling update will be presented.		
4.C. 2024 Harvest Estimates	9	
Estimates for the 2024 harvest will be presented.		
4.D. Winery Board Inventory Report	10	
A report on year-to-date financial data ending May 31, 2024.		
4.E. Financial Report	13	
A report on year-to-date financial data ending May 31, 2024.		
5. New Business/Oral Reports		3:50 PM
6. Adjournment		4:00 PM

The next regular meeting of the board of directors will be held on September 18, 2024.

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 Espie Valenzuela at evalenzuela@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
Suzanne Levy, Vice President
Dennis Curran, Treasurer
Sean J. Abel, Secretary
Alfredo Koch, Ph.D., Board Member

Minutes

Board of Directors
Quarterly Meeting
Wednesday, April 17, 2024
3:00 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 3:00 p.m. with the following directors present: Abel, Curran, Koch, Walthers

Absent: Suzanne Levy

Staff Members Present: Kelsie Norris, Keli Seyfert

Note taker: Espie Valenzuela

2. Public Comment

No public comment was made.

3. Action Items

3.A. Approval of December 6, 2023 Meeting Minutes

On a motion by Dennis Curran, seconded by Alfredo Koch, the board voted to approve the minutes of the December 6, 2023 board meeting.

(Ayes: Abel, Curran, Koch, Walthers; Noes: None; Abstentions: None; Levy)

3.B. Acceptance of Donations

On a motion by Alfredo Koch, seconded by Dennis Curran, the board voted to approve the donations received.

(Ayes: Abel, Curran, Koch, Walthers; Noes: None; Abstentions: None; Levy)

3.C. Authorization to Increase Bottled Wine Prices

On a motion by Alfredo Koch, seconded by Dennis Curran, the board voted to approve the increased bottled wine prices as presented.

(Ayes: Abel, Curran, Koch, Walthers; Noes: None; Abstentions: None; Levy)

3.D. 2022 Fiscal Year 2023 Tax Returns

On a motion by Alfredo Koch, seconded by Dennis Curran, the board voted to approve the 2022 Fiscal Year 2023 Tax Returns as submitted.

(Ayes: Abel, Curran, Koch, Walthers; Noes: None; Abstentions: None; Levy)

4. Information Items

4.A. Bulk Wine Update

K. Norris indicated there are about 2,700 gallons in bulk wine at the winery. The breakdown of the gallonage was presented at the meeting. Most wines will be bottled during the annual bottling on May 9, 2024.

4.B. AHC Wine Festival Update

K. Norris said the Wine Festival is scheduled for June 8. K. Seyfert added, if needed, there is a fund balance of \$3,400 available from last year's event. Tickets will go on sale in early May (\$40 presale and \$50 at the door). For more information:

<https://www.hancockcollege.edu/winery/festival.php>.

4.C. Winery Board Inventory Report

K. Seyfert presented the wine inventory report on year-to-date financial data ending January 31, 2024.

4.D. Financial Report

K. Seyfert presented the financial statements detailing the year-to-date financial data ending January 31, 2024.

5. New Business/Oral Reports

- A. Koch said the AHC Viticulture and Enology Club 5K Fun Run 2024 event is scheduled May 4. View link for details of the event and to purchase tickets: <https://www.eventbrite.com/e/allan-hancock-college-viticulture-and-enology-club-5k-fun-run-2024-tickets-879813143797>.

6. Adjournment

Dr. Walthers adjourned the meeting at 4:10 p.m. The next board of directors meeting is scheduled to be held on June 13, 2024, at 3:30 p.m.

The meeting was adjourned at 4:10 p.m. on April 17, 2024. I hereby certify that the forgoing minutes are accurate and complete.

Kevin G. Walthers, Ph.D.
Board President Secretary



To: Board of Directors	ACTION ITEM
From: Dennis Curran, Treasurer	Date: July 24, 2024
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
04/17/24	Nutrien Ag Solutions	10 gallons - Yellow Jacket Flow 4 quarts – Brandt Tripeline Defoamer 2.5 gallons - Vintre	\$357.00
06/07/24	Trader Joes	Food Supplies	\$98.97
06/18/24	Testa Catering	Catering Services for 2024 AHC Wine Festival	\$1,076.80
06/30/24	Active Club Solutions, Inc.	Software Services Monthly Fee (Activ8 Commerce)	\$270.00
06/30/24	Vintrace Winery Software	Winery Inventory Management Software Monthly Fee	\$1,395.00
Grand Total			\$3197.77

In addition to these donations, the following cash contributions were received:

Date Received	Donor	Cash Donation
04/18/24	Jackson Family Enterprises, Inc.	\$2,500.00
05/09/24	Santa Maria Valley Chamber of Commerce	\$1,500.00
07/15/24	George & Jane Roach	\$1,500.00
Grand Total		\$5,500.00

FISCAL IMPACT

None

RECOMMENDATION

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



To: Board of Directors	ACTION ITEM
From: Sean J. Abel, Secretary	Date: July 24, 2024
Subject: Determination of Date, Time, and Place of Board Meetings	Item Number: 3.C.
	Enclosure(s): Page 1 of 1

BACKGROUND

The Viticulture and Enology Foundation supports the educational and cultural programs in the areas of agribusiness/viticulture and enology, as well as operating certain facilities related to the programs. The board members meet on a quarterly basis to discuss issues related to the college vineyard and winery.

The 2024-25 schedule below proposes that regular meetings be held quarterly at 3:30 p.m. The preferred location is the Captain's Room, which is usually available at that time and will be reserved. Note, the college must comply with the Brown Act requirements and post meeting agendas at least 72 hours prior to each meeting.

Board Meeting Date	Agenda Topics due to Espie by Noon	Items due by Noon
Wednesday, September 18, 2024	Friday, September 6	Tuesday, September 10
Wednesday, December 4, 2024	Friday, November 15	Tuesday, November 19
Wednesday, March 19, 2025	Friday, March 7	Tuesday, March 11
Wednesday, June 18, 2025 (Annual Meeting)	Friday, June 6	Tuesday, June 10

FISCAL IMPACT

None

RECOMMENDATION

Staff recommends that the board of directors approve to hold regular meetings at 3:30 p.m. on September 18, 2024, December 4, 2024, and March 19, 2025, and hold the annual meeting on June 18, 2025.



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: July 24, 2024
Subject: Bulk Wine Update	Item Number: 4.A.
	Enclosure(s): Page 1 of 1

BACKGROUND

We currently have 975.5 gallons in bulk wine at the winery. The breakdown of the gallonage is in the chart below.

Allan Hancock College Bulk Wine Updated 5/28/24		Gross Gal	Gal after Loss	Potential Cases	Notes
Vintage	Varietal				
2022	Pinot Saignée	15	14.3	0	To be Destroyed
2022	Syrah Saignée	10.5	10.0	0	To be Destroyed
2023	Pinot Saignée	17.5	16.6	0	To be used for topping/blending
2023	Syrah Saignée	15	14.3	0.0	To be used for topping/blending
2023	Pinot Noir for sparkling	75	71.3	30.0	In Secondary Fermentation
2024	Pinot Noir -Bulk	247.5	235.1	98.9	Sell as Bulk Wine
2023	Syrah	295	280.3	117.9	Continue to age until 2025
2023	Malbec	177.0	168.2	70.7	Continue to age until 2025
2023	Cabernet Sauvignon	59	56.1	23.6	Continue to age until 2025
2023	Alicante	5	4.8	0.0	To be used for blending
2023	Touriga	59	56.1	23.6	To be used for blending
	TOTALS	975.5	926.7	364.6	



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: July 24, 2024
Subject: 2024 Bottling Update	Item Number: 4.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

We had our annual botting on May 9, 2024. Below is the breakdown of wine bottled in cases, bottles, and gallons. We also hand-bottled 11 cases of 2023 Torrontés (375mL bottles).

Allan Hancock College Bottling		Final Cases	Final Bottles	Gals Bottled
Updated 5/20/24				
Vintage	Varietal			
2022	Malbec	35.33	424	84.0
2022	Syrah	47.00	564	111.7
2022	Red Blend	55.00	660	130.8
2023	Albariño	39.00	468	92.7
2023	Chardonnay	130.83	1570	311.1
2023	Rose of Pinot Noir	33.00	396	78.5
2023	Pinot Noir	208.92	2507	496.7
2023	Pinot Noir Clone 91	23.00	276	54.7
2023	Pinot Noir Clone 777	22.75	273	54.1
2023	Zinfandel	11.50	138	27.3
	TOTALS	606.3	7276.0	1441.6



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: July 24, 2024
Subject: 2024 Harvest Estimates	Item Number: 4.C.
	Enclosure(s): Page 1 of 1

BACKGROUND

Below are our preliminary harvest estimates for the upcoming 2024 Harvest.

Allan Hancock College 2024 Harvest Estimates					
Varietal	TONS	Gals	Gals after loss	Cases	Vineyard
Albariño	0.50	75	64	26.8	AHC
Chardonnay	1.50	225	191	80.4	AHC
Torrontés	0.25	38	32	13.4	AHC
Rose of Pinot Noir	0.50	75	64	26.8	AHC
Pinot Noir	3.50	525	473	198.7	AHC
Syrah	1.25	188	159	67.0	AHC
Cabernet Sauvignon	1.00	150	128	53.6	Donation/Purchase
Cabernet Sauvignon	0.21	32	27	11.3	AHC
Malbec	1.00	150	128	53.6	TTT - Purchase
Touriga	0.30	45	38	16.1	AHC
Sparkling Wine - Pinot Noir	0.50	75	64	26.8	AHC
TOTALS	10.5	1576.5	1366.3	574.7	



To: Board of Directors	INFORMATION ITEM
From: Dennis Curran, Treasurer	Date: July 24, 2024
Subject: Winery Board Inventory Report	Item Number: 4.D.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached are the winery board inventory reports for the AHC Viticulture and Enology Foundation as of May 31, 2024.

**Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report - Bulk Wines
May 31, 2024**

Vintage/Varietal	Beginning Inventory Bulk Gallons	Ending Inventory Bulk Gallons	FY24 Ending Inventory Cost Value	FY24 Ending Inventory Cost/Gallon	FY24 Ending Inventory Cost Value (Case Equivalent)
2021 Chardonnay Sparkling Cuvee	59.44	0.00	-	-	-
2022 Cabernet Sauvignon	59.00	0.00	-	-	-
2022 Chardonnay	30.00	0.00	-	-	-
2022 Grenache	59.00	0.00	-	-	-
2022 Malbec (A)	144.00	0.00	-	-	-
2022 Malbec Rose	8.00	0.00	-	-	-
2022 Pinot Rose	15.00	15.00	504.85	33.66	80.10
2022 Syrah	177.00	0.00	-	-	-
2022 Syrah Rose	8.20	10.50	375.71	35.78	85.16
2023 Alacante Bouschet	0.00	5.00	81.13	16.23	38.62
2023 Albarino	0.00	0.00	-	-	-
2023 Cabernet Sauvignon	0.00	59.00	1,030.73	17.47	41.58
2023 Chardonnay	0.00	0.00	-	-	-
2023 Chardonnay (B)	0.00	0.00	-	-	-
2023 Chardonnay C	0.00	0.00	-	-	-
2023 Malbec (A)	0.00	59.00	1,030.50	17.47	41.57
2023 Malbec (B)	0.00	118.00	1,957.86	16.59	39.49
2023 Pinot Blend	0.00	59.00	1,020.81	17.30	41.18
2023 Pinot Noir (Clone 91)	0.00	0.00	-	-	-
2023 Pinot Noir (Clone 667)A	0.00	59.00	925.96	15.69	37.35
2023 Pinot Noir (Clone 667)B	0.00	66.00	1,290.21	19.55	46.53
2023 Pinot Noir (Clone 667)C	0.00	59.00	1,238.89	21.00	49.98
2023 Pinot Noir (Clone 777)A	0.00	0.00	-	-	-
2023 Pinot Noir (Clone 777)B	0.00	4.50	91.82	20.40	48.56
2023 Sparkling Pinot Noir (Clone 091)	0.00	67.17	1,314.35	19.57	46.57
2023 Pinot Saignee	0.00	15.00	306.26	20.42	48.59
2023 Pinot Rose (Clone 667)	0.00	0.00	-	-	-
2023 Pinot Rose (Clone 667)B (Bx2102 & K#)	0.00	0.00	-	-	-
2023 Syrah (A)	0.00	177.00	2,678.56	15.13	36.02
2023 Syrah (B)	0.00	118.00	2,062.80	17.48	41.61
2023 Syrah Saignee	0.00	15.00	284.92	18.99	45.21
2023 Torrontes	0.00	0.00	-	-	-
2023 Touriga	0.00	59.00	1,112.45	18.86	44.88
2023 Zinfandel	0.00	0.00	-	-	-
Total number of Gallons	559.64	965.17			
Cost Value Totals			\$ 17,307.86	\$ 17.93	\$ 42.68

Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report - Bottled Wines
May 31, 2024

Vintage/Varietal	FY24 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donations	Minus: YTD Winery Use	Plus/Minus: YTD Adjustments	Plus: YTD Bottling	FY24 Ending Inventory (Bottles)	Cost per Bottle	FY24 Ending Inventory Cost Value	Retail Cost per Bottle	FY24 Ending Retail Cost Value
2017 Sparkling Wine (2nd Bottling)	179	-142	-3	-26	0	0	8	7.95	63.60	20.00	160.00
2018 Bordeaux (Blend)	485	-302	-27	-25	0	0	131	8.04	1,052.77	12.00	1,572.00
2019 Cabernet Sauvignon	266	-264	0	-2	0	0	0	8.08	0.00	18.00	-
2019 Merlot	148	-109	-14	-25	0	0	0	7.53	0.00	18.00	-
2019 Sparkling Wine	97	-48	0	-12	0	0	37	8.60	318.25	20.00	740.00
2019 Torrontes	111	-71	-21	-19	0	0	0	12.39	0.00	15.00	-
2020 Cabernet Sauvignon	420	-405	-1	-14	0	0	0	14.19	0.00	18.00	-
2020 Chardonnay	58	-48	0	-10	0	0	0	14.90	0.00	15.00	-
2020 Syrah	581	-292	-35	-65	0	0	189	12.65	2,391.30	20.00	3,780.00
2021 Albarino	157	-113	-12	-32	0	0	0	7.02	0.00	15.00	-
2021 Cabernet Sauvignon	948	-303	0	-10	0	0	635	7.94	5,042.79	18.00	11,430.00
2021 Chardonnay	350	-346	-2	0	-2	0	0	7.99	0.00	15.00	-
2021 Chardonnay Sparkling Cuvee	0	0	0	0	0	266	266	7.05	1,875.13	20.00	5,320.00
2021 Malbec	186	-145	-2	-39	0	0	0	7.59	0.00	20.00	-
2021 Pinot Noir	439	-430	0	-7	-2	0	0	7.07	0.00	20.00	-
2021 Pinot Rose	68	-47	-1	-20	0	0	0	7.05	0.00	15.00	-
2021 Red Blend	352	-94	0	-9	0	0	249	9.38	2,334.52	12.00	2,988.00
2021 Syrah	525	-220	0	-15	0	0	290	6.83	1,980.05	20.00	5,800.00
2021 Syrah-Hancock Honors	60	-60	0	0	0	0	0	7.01	0.00	20.00	-
2021 Syrah-1.5L (Hand-bottled)	3	-3	0	0	0	0	0	14.03	0.00	40.00	-
2021 Torrontes	300	-77	-8	-8	0	0	207	7.87	1,628.97	15.00	3,105.00
2021 Zinfandel	61	-43	-1	-14	0	0	3	7.24	21.73	18.00	54.00
2022 Albarino	324	-46	-4	-28	0	0	246	8.70	2,141.05	15.00	3,690.00
2022 Chardonnay	168	-131	-1	-36	2	0	2	11.62	23.25	15.00	30.00
2022 Chardonnay-Stainless Steel	132	-78	-2	-12	60	0	100	7.26	726.26	15.00	1,500.00
2022 Chardonnay-Hancock Honors	120	-60	0	0	-60	0	0	7.26	0.00	15.00	-
2022 Malbec (A)	0	0	0	0	0	0	0	0.00	0.00	0.00	-
2022 Malbec	0	0	0	-16	0	424	408	8.53	3,480.77	20.00	3,480.77
2022 Pinot Noir	1,512	-889	-6	-93	2	0	526	8.78	4,616.32	20.00	10,520.00
2022 Pinot Noir (#667)	190	-165	-3	-22	0	0	0	8.96	0.00	20.00	-
2022 Pinot Noir (Hancock Honors)	60	-60	0	0	0	0	0	8.84	0.00	20.00	-
2022 Pinot Noir (Hancock Honors) 1.5L	3	-3	0	0	0	0	0	15.90	0.00	40.00	-
2022 Pinot Noir (Hancock Honors) 5L	1	-1	0	0	0	0	0	95.39	0.00	140.00	-
2022 Pinot Rose	354	-153	-12	-52	0	0	137	8.16	1,118.40	15.00	2,055.00
2022 Red Blend	0	0	0	0	0	660	660	8.44	5,569.01	15.00	9,900.00
2022 Sauvignon Blanc	402	-161	-19	-19	0	0	203	9.21	1,870.18	15.00	3,045.00
2022 Syrah	0	0	0	0	0	564	564	8.01	4,516.76	20.00	4,516.76
2022 Torrontes Riojano	168	0	0	-8	0	0	160	8.93	1,429.28	15.00	2,400.00
2023 Albarino	0	0	0	0	0	468	468	5.41	2,533.58	15.00	7,020.00
2023 Chardonnay	0	-24	0	-10	0	1,570	1,536	6.04	9,271.02	15.00	23,040.00
2023 Pinot Noir Blend	0	0	0	-12	0	2,507	2,495	4.97	12,402.76	20.00	49,900.00
2023 Pinot Noir (Clone 91)	0	0	0	-2	0	276	274	5.58	1,528.00	20.00	5,480.00
2023 Pinot Noir (Clone 777)	0	0	0	-11	0	273	262	5.59	1,463.27	20.00	5,240.00
2023 Pinot Rose	0	0	0	0	0	396	396	5.38	2,129.29	15.00	5,940.00
2023 Torrontes	0	0	0	0	0	132	132	5.35	706.69	15.00	1,980.00
2023 Zinfandel	0	0	0	-6	0	138	132	5.28	696.53	18.00	2,376.00
Total Number of Bottles	9,228	-5,333	-174	-679	0	7,674	10,716		0.00		-
Cost Value Totals	\$ 81,887.02	\$ (47,907.43)	\$ (1,669.62)	\$ (6,056.85)	\$ 0.00	\$ 46,678.43	\$ 72,931.48		\$ 72,931.48		\$ 177,062.53



To: Board of Directors	INFORMATION ITEM
From: Dennis Curran, Treasurer	Date: July 24, 2024
Subject: Financial Report	Item Number: 4.E.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached are the income statement and balance sheets for the AHC Viticulture and Enology Foundation as of May 31, 2024.

AHC Viticulture & Enology Foundation
Statement of Financial Position
For The Period Ending 05/31/2024

Assets

Claim on Cash	75,238
Cash on Hand	100
Accounts Receivable	4,489
Pledge Receivable - Non Current	2,500
Discount on Pledge Receivable	(73)
Charge Sale Clearing Account	17
Due From Other Funds	751
Inventory-Bulk Wine	17,308
Inventory-Bottled Wine	72,931
Total Assets:	<u>173,262</u>

Liabilities

Sales Tax Payable	318
CA CRV Fee Payable	237
Beverage Mfg Processing Fee Payable	14
Total Liabilities:	<u>569</u>

Fund Balance

Fund Balance, July 1	163,931
Current Income (Loss)	8,762
Total Fund Balance:	<u>172,693</u>
Total Liabilities and Fund Balance:	<u>173,262</u>

AHC Viticulture & Enology Foundation
Statement of Operations
For The Period Ending 05/31/2024

Revenue

Contributions, Gifts, Grants & Endowments	2,656
Non Cash Contribution	25,697
Single Tickets	8,220
Net Revenue	36,573

Wine Operations

Shipping Fee Revenue	1,134
Sales and Commission	95,451
Sales Discounts	(36,700)
Net Sales	59,886
Cost of Goods Sold	(55,634)
Gross Profit (Loss)	4,252
Gross Profit Margin	7.1%

Total Revenues 40,825

Expenditures

Office/Operational Supplies	18,685
In Kind Supply Expense	5,386
Inventory Allocation Expense	(49,063)
Non Instr Printing	427
Food - Business Meetings/Events	918
Service Contracts (Businesses)	23,991
Travel - All Travel Costs	2,735
Non-Tech Licenses, Permits, Fees	520
In Kind-Software/Technology Licenses	17,775
Insurance	385
Facility Leases	100
Land Lease	400
Technology Hosting Services	43
Legal Fees	413
In Kind-Legal Fees	325
Excise Tax	15
Sales Tax Expense	416
Postage/Express Services	1,406
Merchant Fees	1,491
Gain/Loss-Disposal of Assets	2,010
Cash Over and Short	0
Equipment	1,475
Equipment-In Kind	2,211
Total Expenditures	32,063
Net Income (Loss)	8,762

Fund Balance

Fund Balance, July 1	163,931
Current Balance	<u>\$172,693</u>