

# Allan Hancock College

## Viticulture & Enology Foundation



Board of Directors Quarterly Meeting

October 2, 2024  
12:30 PM - 1:30 PM

Allan Hancock College  
Captain's Room B102



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

## Allan Hancock College Viticulture & Enology Foundation



Board of Directors

Quarterly Meeting

Monday, October 2, 2024

12:30 PM – 1:30 PM

Captain's Room

### AGENDA

	<u>Page</u>	<u>Est. Time</u>
1. Call to Order		12:30 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 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 October 2, 2024, via email to: <a href="mailto:evalenzuela@hancockcollege.edu">evalenzuela@hancockcollege.edu</a>. Comments will be read by district staff for the record during the meeting.</p>		
3. Action Items		12:35 PM
3.A. Approval of July 24, 2024 Meeting Minutes	3	
<p>A recommendation that the board approve the minutes from the July 24, 2024 meeting.</p>		
3.B. Acceptance of Donations	5	
<p>A recommendation that the board approve the received donations.</p>		
4. Information Items		12:40 PM
4.A. Bulk Wine Update	6	
<p>An update on net wine sales from FY23 to FY 24 will be provided.</p>		
4.B. Bottled Wine Sales	7	
<p>The 2024 bottling update will be presented.</p>		

	<u>Page</u>	<u>Est. Time</u>
4.C. 2024 Harvest Estimates	8	
Estimates for the 2024 harvest will be presented.		
4.D. Winery Board Inventory Report	9	
A report on year-to-date financial data ending August 31, 2024.		
4.E. Financial Report	12	
A report on year-to-date financial data ending August 31, 2024.		
5. New Business/Oral Reports		1:25 PM
6. Adjournment		1:30 PM

The next regular meeting of the board of directors will be held on December 11, 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](mailto:evalenzuela@hancockcollege.edu). Please make requests 48 hours prior to the meeting to make reasonable arrangements to ensure accessibility to this meeting.

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**ALLAN HANCOCK COMMUNITY COLLEGE**  
**Viticulture & Enology Foundation**

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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  
Annual Meeting  
Wednesday, July 24, 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, Levy, Walthers

Absent: None

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 April 17, 2024 Meeting Minutes

On a motion by Sean Abel, seconded by Alfredo Koch, the board of directors voted to approve the minutes from the April 17, 2024 meeting. (Ayes: Abel, Curran, Koch, Levy, 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, Levy, Walthers; Noes: None; Absent: None)

3.C. Determination of Date, Time, and Place of Board Meetings

On a motion by Alfredo Koch, seconded by Dennis Curran, the board of directors voted to approve quarterly meetings on September 18, 2024, December 4, 2024, March 5, 2025, and hold the annual meeting on June 4, 2025. (Ayes: Abel, Curran, Koch, Levy, Walthers; Noes: None; Absent: None)

#### 4. Information Items

##### 4.A. Bulk Wine Update

K. Norris provided an update on current bulk wine amounts. The winery, at present, has 975.5 gallons of bulk wine.

##### 4.B. 2024 Bottling Update

K. Norris presented a breakdown of wine bottled in cases, bottles, and gallons. The annual bottling was held May 9, 2024. With 10 varietals there was a grand total of 606 cases, 7276 bottles, 1441 gallons. Also bottled was 11 cases of 2023 Torrontes.

##### 4.C. 2024 Harvest Estimates

K. Norris presented a list of varietals and estimated cases to be harvested this year.

##### 4.D. Winery Board Inventory Report

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

##### 4.E. Financial Report

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

#### 5. New Business/Oral Reports

##### AHC Wine Festival

- A.Koch said the next Wine Festival will be held on June 14, 2025. Suggested expanding the event to an additional 100 tickets. Tickets to sell at \$35 each.
- K.Seyfert indicated the profit received from the Wine Festival was \$2,582. This gives us a carryover balance of \$6,097 for 2025.
- Dr. Walthers suggested moving the music and food back to the corners. Student ambassadors working at the event are always paid for their services. Decisions regarding entertainment (music) need to be confirmed early.
- S.Levy inquired about bringing in the Rotary Club as a sponsor for the Wine Festival.

#### 6. Adjournment

Dr. Walthers adjourned the meeting at 3:44 p.m. The next board of directors meeting is scheduled to be held on September 18, 2024, at 3:30 p.m.



To: Board of Directors	<b>ACTION ITEM</b>
From: Dennis Curran, Treasurer	Date: October 2, 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
06/30/24	Nutrien Ag Solutions	100 pounds of Sulphur Spray 97% 1 gallon of Inspire Super 84 ounces of Switch 62.5WG 2 pounds of PH-D Fungicide 20 pounds of Kaligreen 1 gallon of Freeway 30 ounces of Quintec	\$2,173.41
07/15/24	Nutrien Ag Solutions	20 pounds of Kaligreen	\$200.90
08/09/24	Nutrien Ag Solutions	1 gallon of Vivando 1 gallon of Hi-Wett 15 pounds of Milstop SP	\$820.15
<b>Grand Total</b>			<b>\$3194.46</b>

**FISCAL IMPACT**

None

**RECOMMENDATION**

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



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Sean J. Abel, Secretary	Date: October 2, 2024
Subject: Bulk Wine Update	Item Number: 4.A.
	Enclosure(s): Page 1 of 1

### BACKGROUND

Below is the breakdown of our current bulk wine in the winery and the short-term plan for the wines.

#### Allan Hancock College Bulk Wine (Updated 08/30/2024)

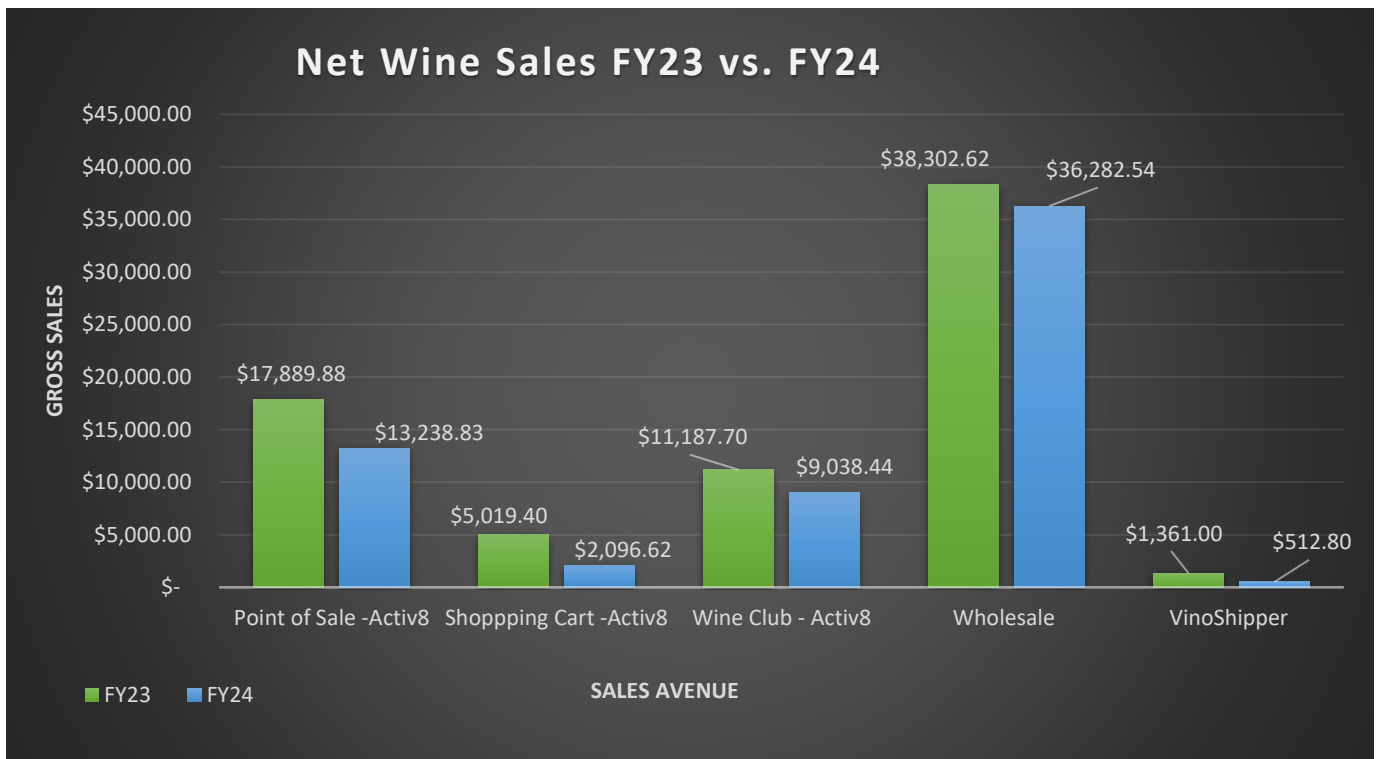
Vintage	Varietal	Gross Gal	Gal after Loss	Potential Cases	Notes
2022	Pinot Saignée	15	0	0	To be destroyed 10/1/2024
2022	Syrah Saignée	10.5	0	0	To be destroyed 10/1/2024
2023	Pinot Saignée	15	14.3	0	To be used for Topping/blending
2023	Syrah Saignée	15	14.3	0	To be used for topping/blending
2023	Pinot Noir for Sparkling	67	63.7	26.8	In secondary fermentation
2024	Pinot Noir - Bulk	177	168.2	70.7	Sell as bulk wine
2024	Pinot Noir - 667(B)	66	0	0	To be destroyed 10/1/2024
2023	Syrah	275.5	261.7	110.1	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		5	4.8	0	To be used for blending
2023	Touriga	59	0	0	To be destroyed 10/1/2024
	<b>TOTALS</b>	<b>941</b>	<b>751</b>	<b>301</b>	



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Sean J. Abel, Secretary	Date: October 2, 2024
Subject: Bottled Wine Sales	Item Number: 4.B.
	Enclosure(s): Page 1 of 1

### BACKGROUND

Wine sales have decreased 16 percent from FY23 to FY24. See chart below for breakdown of sale avenues. Total net sales for FY23 were \$73,760.60 and \$61,169.23 in FY24.







To: Board of Directors	<b>INFORMATION ITEM</b>
From: Sean J. Abel, Secretary	Date: October 2, 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. Harvest is expected to start early September 2024. We plan on selling 2-3 tons of Pinot Noir grapes from our vineyard.

<b>Allan Hancock College 2024 Harvest Estimates</b>					
Varietal	Tons	Gals	Gals after Loss	Cases	Vineyard
Albarino	0.50	75	64	26.8	AHC
Chardonnay	1.50	225	191	80.4	AHC
Torrontes	0.25	38	32	13.4	AHC
Rose of Pinot Noir	0.50	75	64	26.8	AHC
Pinot Noir	3.00	450	405	170.3	AHC
Syrah	1.25	188	159	67.0	AHC
Cabernet Sauvignon	.50	75	64	26.8	TTT-Purchase
Cabernet Sauvignon	.21	32	27	11.3	AHC
Malbec	1.00	150	128	53.6	TTT – Purchase
Touriga	.30	45	38	16.1	AHC
Sparkling Wine – Pinot Noir	.50	75	64	26.8	AHC
	9.5	1426.5	1235.0	519.5	



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Dennis Curran, Treasurer	Date: October 2, 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 August 31, 2024.

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

Vintage/Varietal	FY25 Beginning Inventory Bulk Gallons	Plus: YTD Harvest Bulk Gallons	Plus/Minus: YTD Destroyed/ *Losses Bulk Gallons	Minus: YTD Bottling Bulk Gallons	FY25 Ending Inventory Bulk Gallons	FY25 Ending Inventory Cost Value	FY25 Ending Inventory Cost/Gallon	FY25 Ending Inventory Cost Value (Case Equivalent)
2022 Pinot Rose	15.00	0.00	0.00	0.00	15.00	504.85	33.66	80.10
2022 Syrah Rose	10.50	0.00	0.00	0.00	10.50	375.71	35.78	85.16
2023 Alacante Bouschet	5.00	0.00	0.00	0.00	5.00	95.61	19.12	45.51
2023 Cabernet Sauvignon	59.00	0.00	0.00	0.00	59.00	1,242.20	21.05	50.11
2023 Malbec (A)	59.00	0.00	0.00	0.00	59.00	1,240.48	21.03	50.04
2023 Malbec (B)	118.00	0.00	0.00	0.00	118.00	2,400.07	20.34	48.41
2023 Pinot Blend	59.00	0.00	0.00	0.00	59.00	1,209.15	20.49	48.78
2023 Pinot Noir (Clone 667)A	59.00	0.00	0.00	0.00	59.00	1,100.44	18.65	44.39
2023 Pinot Noir (Clone 667)B	66.00	0.00	0.00	0.00	66.00	1,534.67	23.25	55.34
2023 Pinot Noir (Clone 667)C	59.00	0.00	0.00	0.00	59.00	1,472.34	24.95	59.39
2023 Sparkling Pinot Noir (Clone 091)	67.17	0.00	0.00	0.00	67.17	1,548.92	23.06	54.88
2023 Pinot Saignee	15.00	0.00	0.00	0.00	15.00	360.92	24.06	57.27
2023 Syrah (A)	177.00	0.00	(19.50)	0.00	157.50	2,987.89	18.97	45.15
2023 Syrah (B)	118.00	0.00	0.00	0.00	118.00	2,490.18	21.10	50.23
2023 Syrah Saignee	15.00	0.00	0.00	0.00	15.00	335.76	22.38	53.27
2023 Touriga	59.00	0.00	0.00	0.00	59.00	1,323.51	22.43	53.39
<b>Total number of Gallons</b>	<b>960.67</b>	<b>0.00</b>	<b>(19.50)</b>	<b>0.00</b>	<b>941.17</b>			
<b>Cost Value Totals</b>						<b>\$ 20,222.75</b>	<b>\$ 21.49</b>	<b>\$ 51.14</b>
						Unallocated Costs**	10,377.63	
						<b>=GL Balance</b>	<b>30,600.38</b>	

\*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**  
**August 31, 2024**

Vintage/Varietal	FY25 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donations	Minus: YTD Winery Use	Plus/Minus: YTD Adjustments	Plus: YTD Bottling	FY25 Ending Inventory (Bottles)	Cost per Bottle	FY25 Ending Inventory Cost Value	Retail Cost per Bottle	FY25 Ending Retail Cost Value
2017 Sparkling Wine (2nd Bottling)	5	-2	0	-3	0	0	0	7.95	0.00	20.00	-
2018 Bordeaux (Blend)	126	-125	0	-1	0	0	0	8.04	0.00	12.00	-
2019 Sparkling Wine	37	-36	0		0	0	0	8.60	0.00	20.00	-
2020 Syrah	179	-12	-3	-1	0	0	163	12.65	2,062.28	20.00	3,260.00
2021 Cabernet Sauvignon	523	-124	0	0	0	0	399	7.94	3,168.60	18.00	7,182.00
2021 Chardonnay Sparkling Cuvee	266	-27	0	-3	0	0	236	7.99	1,884.66	20.00	4,720.00
2021 Red Blend	249	-39	0	0	0	0	210	9.38	1,968.88	12.00	2,520.00
2021 Syrah	281	-48	0	0	0	0	233	6.83	1,590.87	20.00	4,660.00
2021 Torrontes	190	-10	0	-1	0	0	179	7.87	1,408.66	15.00	2,685.00
2022 Albarino	232	-31	-4	0	0	0	197	8.70	1,714.61	15.00	2,955.00
2022 Chardonnay-Stainless Steel	93	-7	-4	-1	0	0	81	7.26	588.30	15.00	1,215.00
2022 Malbec	400	-95	-1	-3	0	0	301	9.47	2,849.75	20.00	2,849.75
2022 Pinot Noir	444	-245	-5	-2	0	0	192	8.78	1,685.06	20.00	3,840.00
2022 Pinot Rose	108	-34	-1	-2	0	0	71	8.16	579.63	15.00	1,065.00
2022 Red Blend	657	-180	0		0	0	476	9.38	4,463.80	15.00	7,140.00
2022 Sauvignon Blanc	195	-7	-4	-2	0	0	182	9.21	1,676.72	15.00	2,730.00
2022 Syrah	562	-1	0	0	0	0	561	8.95	5,020.62	20.00	5,020.62
2022 Torrontes Riojano	160	0	0	0	0	0	160	8.93	1,429.28	15.00	2,400.00
2023 Albarino	467	0	0	-2	0	0	465	7.04	3,273.98	15.00	6,975.00
2023 Chardonnay	1,470	-233	0	0	0	0	1,237	7.61	9,413.36	15.00	18,555.00
2023 Pinot Noir Blend	2,495	-5	0	-2	0	0	2,488	6.52	16,225.42	20.00	49,760.00
2023 Pinot Noir (Clone 91)	274	-80	0	-4	0	0	190	7.24	1,374.78	20.00	3,800.00
2023 Pinot Noir (Clone 777)	262	-2	0	-2	0	0	258	7.28	1,877.74	20.00	5,160.00
2023 Pinot Rose	384	0	0	-2	0	0	382	7.00	2,673.11	15.00	5,730.00
2023 Torrontes	132	0	0	-5	0	0	127	6.97	885.18	15.00	1,905.00
2023 Zinfandel	132	-83	0	-4	0	0	45	6.88	309.72	18.00	810.00
<b>Total Number of Bottles</b>	<b>10,323</b>	<b>-1,426</b>	<b>-22</b>	<b>-42</b>	<b>0</b>	<b>0</b>	<b>8,833</b>		<b>0.00</b>		<b>-</b>
<b>Cost Value Totals</b>	<b>\$ 80,488.35</b>	<b>\$ (11,834.04)</b>	<b>\$ (200.19)</b>	<b>\$ (329.30)</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 68,124.90</b>		<b>\$ 68,124.90</b>		<b>\$ 146,937.37</b>
								<b>Unallocated Bottling Costs</b>	<b>\$ 43.60</b>		
								<b>Total Cost Value of Bottled Wine</b>	<b>\$ 68,168.50</b>		



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Dennis Curran, Treasurer	Date: October 2, 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 August 31, 2024.

**AHC Viticulture & Enology Foundation  
Statement of Financial Position  
For The Period Ending 08/31/2024**

**Assets**

Claim on Cash	62,582
Cash on Hand	100
Accounts Receivable	5,844
Pledge Receivable - Current	2,500
Discount on Pledge Receivable	(98)
Charge Sale Clearing Account	242
Inventory-Bulk Wine	30,600
Inventory-Bottled Wine	68,169
<b>Total Assets:</b>	<b><u>169,939</u></b>

**Liabilities**

Sales Tax Payable	644
CA CRV Fee Payable	165
Beverage Mfg Processing Fee Payable	4
<b>Total Liabilities:</b>	<b><u>813</u></b>

**Fund Balance**

Fund Balance, July 1	165,319
Current Income (Loss)	3,807
<b>Total Fund Balance:</b>	<b><u>169,126</u></b>
Total Liabilities and Fund Balance:	<b><u>169,939</u></b>

**AHC Viticulture & Enology Foundation  
Statement of Operations  
For The Period Ending 08/31/2024**

**Revenue**

Contributions, Gifts, Grants & Endowments	1,481
Non Cash Contribution	4,351
<b>Net Revenue</b>	<b>5,832</b>

**Wine Operations**

Shipping Fee Revenue	199
Sales and Commission	28,574
Sales Discounts	(11,229)
<b>Net Sales</b>	<b>17,544</b>

<b>Cost of Goods Sold</b>	<b>(12,363)</b>
<b>Gross Profit (Loss)</b>	<b>5,181</b>
<b>Gross Profit Margin</b>	<b>29.5%</b>

**Total Revenues** 11,012

**Expenditures**

Office/Operational Supplies	1,254
In Kind Supply Expense	1,021
Inventory Allocation Expense	(10,421)
Service Contracts (Businesses)	8,651
Travel - All Travel Costs	1,357
Non-Tech Licenses, Permits, Fees	145
In Kind-Software/Technology Licenses	3,330
Insurance	181
Repairs (Labor-Diagnostic)	1,336
Excise Tax	4
Postage/Express Services	55
Merchant Fees	289
Cash Over and Short	2
<b>Total Expenditures</b>	<b>7,205</b>
<b>Net Income (Loss)</b>	<b>3,807</b>

**Fund Balance**

Fund Balance, July 1	165,319
<b>Current Balance</b>	<b><u>\$169,126</u></b>