

# Allan Hancock College

## Viticulture & Enology Foundation



Board of Directors Quarterly Meeting

December 6, 2023

3:30 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

Wednesday, December 6, 2023

3:30 PM - 4:30 PM

Captain's Room

### 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 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 December 6, 2023, 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		3:35 PM
3.A. Approval of September 20, 2023 Meeting Minutes	3	
<p>A recommendation that the board approve the minutes from the September 20, 2023 meeting.</p>		
3.B. Acceptance of Donations	5	
<p>A recommendation that the board approve the received donations.</p>		
4. Information Items		3:45 PM
4.A. AHC Winery Holiday Specials	6	
<p>An update on the AHC Winery Holiday Specials will be provided.</p>		
4.B. 2023 Harvest Update	7	

	<u>Page</u>	<u>Est. Time</u>
An update on the production of grape and wine will be provided.		
4.C. Winery Board Inventory Report	8	
A report on year-to-date financial data ending October 31, 2023		
4.D. Financial Report	11	
A report on year-to-date financial data ending October 31, 2023		
5. New Business/Oral Reports		4:15 PM
6. Adjournment		4:30 PM

The next regular meeting of the board of directors will be held on March 13, 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.

Kevin G. Walthers, Ph.D.  
Foundation President

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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  
Quarterly Meeting  
Wednesday, September 20, 2023  
2:30 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 2:30 p.m. with the following directors present: Curran, Koch, Levy, Walthers

Absent: Sean J. Abel

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 June 14, 2023 Meeting Minutes

On a motion by Alfredo Koch, seconded by Suzanne Levy, the board voted to approve the minutes of the June 14, 2023 board meeting.

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

3.B. Acceptance of Donations

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

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

4. Information Items

4.A. 2023 Harvest Update

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

4.B. AHC Wine Festival Update

A.Koch provided a brief update on the West Coast College & University Wine Festival. Next year's event will be held June 8, 2024. A.Koch suggested expanding the location of the event. Suggested ticket price for AHC students is \$25, presale tickets for the public will be \$40, and tickets sold at the door will be \$50 each. Dr. Walthers stated Mt. San Jacinto Community College will participate next

year. S.Levy stated a list of food vendors and winery participants committing to the event should be finalized by February 2024. S.Levy added winery participants will receive two nights at the hotel at no cost, along with dinner on Friday and lunch on Saturday. A. Koch will send a "Save the Date" email to the winery participants and copy D.Curran and Dr. Walthers.

4.C. Winery Board Inventory Report

K.Seyfert presented the wine inventory report on year-to-date financial data ending June 30, 2023 and July 31, 2023.

4.D. Financial Report

K.Seyfert presented the financial statements detailing the year-to-date financial data ending June 30, 2023 and July 31, 2023.

5. New Business/Oral Reports

K.Norris said the Santa Maria Inn is purchasing wine a few times a month for their wine bar and restaurant.

6. Adjournment

Dr. Walthers adjourned the meeting at 3:10 p.m. The next board of directors meeting will be held on December 6, 2023, at 3:30 p.m.

Meeting was adjourned at 3:10 p.m. on September 20, 2023. I hereby certify that the forgoing minutes are accurate and complete.

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



To: Board of Directors	<b>ACTION ITEM</b>
From: Dennis Curran, Treasurer	Date: December 6, 2023
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.

<b>Date Received</b>	<b>Donor</b>	<b>Item</b>	<b>Total Value Amount</b>
09-06-2023	Leroi Barrels	Wine Barrel	\$1,015.00
11-01-2023	Law Office of Brian F. Simas	File TTB Amendment	\$195.00
<b>Grand Total</b>			<b>\$1,210.00</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: December 6, 2023
Subject: AHC Winery Holiday Specials	Item Number: 4.A.
	Enclosure(s): Page 1 of 1

### BACKGROUND

We are planning to have two holiday specials this year, our usual Holiday Half-Case Special and now our Holiday Full Case Special. The specials will run through the month of December 2023.

The Holiday Half-Case Special will be offered at 25 percent off and the Holiday Full Case Special will be offered at 35 percent off. Both will include the Torrones, Merlot, Sparkling Wine, Syrah, Pinot Noir, and Albariño.



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Sean J. Abel, Secretary	Date: December 6, 2023
Subject: 2023 Harvest Update	Item Number: 4.B.
	Enclosure(s): Page 1 of 1

### BACKGROUND

We have finished harvesting grapes for the 2023 season. We received a total of 15.5 tons of grapes this year. The breakdown of that tonnage and the gross gallons produced are below. We plan to try and sell approximately 700 gallons of Pinot Noir as bulk wine.

Allan Hancock College 2023 Harvest Report (Updated November 8, 2023)					
Varietal	Vineyard	Tons	Gross Gal	Gal after Loss (10%)	Potential Cases
Chardonnay	AHC	2.39	324.5	292.05	123
Albariño	AHC	0.7	96.5	86.85	37
Torrontés	AHC	0.426	63.9	57.51	24
Rose of Pinot Noir	AHC	0.658	126	113.4	48
Rose of Syrah	AHC	0	35	31.5	13
Pinot Noir for Sparkling	AHC	0.56	81	72.9	31
Pinot Noir	AHC	6.41	941	846.9	356
Syrah	AHC	2.18	327	294.3	124
Malbec	TTTV	1.19	179.5	161.5	68
Cabernet Sauvignon	AHC	0.329	54	48.6	20
Zinfandel	AAV	0.15	22	19.8	8
Alicante	AAV	0.077	6	5.4	2
Touriga	AHC	0.403	59	53.1	22
<b>TOTALS</b>		<b>15.5</b>	<b>2315.4</b>	<b>2083.8</b>	<b>876.5</b>





To: Board of Directors	<b>INFORMATION ITEM</b>
From: Dennis Curran, Treasurer	Date: December 6, 2023
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 as of October 31, 2023.

**Allan Hancock College Viticulture & Enology Foundation**  
**Board Inventory Report - Bulk Wines**  
**October 31, 2023**

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	59.44	1,464.58	24.64	58.64
2022 Cabernet Sauvignon	59.00	59.00	1,545.41	26.19	62.34
2022 Chardonnay	30.00	29.00	1,444.63	49.81	118.56
2022 Grenache	59.00	59.00	1,999.99	33.90	80.68
2022 Malbec (A)	144.00	140.00	4,138.64	29.56	70.36
2022 Malbec Rose	8.00	0.00	-	-	-
2022 Pinot Rose	15.00	15.00	504.85	33.66	80.10
2022 Syrah	177.00	177.00	5,095.87	28.79	68.52
2022 Syrah Rose	8.20	10.50	774.30	73.74	175.51
2023 Alacante Bouschet	0.00	11.55	63.37	5.49	13.06
2023 Albarino	0.00	100.00	841.64	8.42	20.03
2023 Chardonnay	0.00	143.90	1,147.67	7.98	18.98
2023 Chardonnay (B)	0.00	50.00	486.93	9.74	23.18
2023 Chardonnay C	0.00	143.50	1,144.48	7.98	18.98
2023 Cabernet Sauvignon	0.00	49.00	427.55	8.73	20.77
2023 Pinot Blend	0.00	104.00	1,020.14	9.81	23.35
2023 Pinot Noir (Clone 91)	0.00	177.00	1,515.49	8.56	20.38
2023 Pinot Noir (Clone 667)A	0.00	236.00	1,463.10	6.20	14.75
2023 Pinot Noir (Clone 667)B	0.00	70.00	581.95	8.31	19.79
2023 Pinot Noir (Clone 667)C	0.00	59.00	515.84	8.74	20.81
2023 Pinot Noir (Clone 777)A	0.00	177.00	1,383.28	7.82	18.60
2023 Pinot Noir (Clone 777)B	0.00	118.00	860.93	7.30	17.36
2023 Sparkling Pinot Noir (Clone 091)	0.00	81.00	641.33	7.92	18.84
2023 Pinot Saignee	0.00	30.00	325.36	10.85	25.81
2023 Pinot Rose (Clone 667)	0.00	51.50	441.56	8.57	20.41
2023 Pinot Rose (Clone 667)B (Bx2102 & K#)	0.00	45.00	356.29	7.92	18.84
2023 Syrah (A)	0.00	205.00	1,623.11	7.92	18.84
2023 Syrah (B)	0.00	87.00	688.83	7.92	18.84
2023 Syrah Saignee	0.00	35.00	277.12	7.92	18.84
2023 Touriga	0.00	60.00	475.06	7.92	18.84
2023 Zinfandel	0.00	22.50	178.15	7.92	18.84
<b>Total number of Gallons</b>	<b>559.64</b>	<b>2,604.89</b>			
<b>Cost Value Totals</b>			<b>\$ 33,427.46</b>	<b>\$ 12.83</b>	<b>\$ 30.54</b>

**Allan Hancock College Viticulture & Enology Foundation**  
**Board Inventory Report - Bottled Wines**  
**October 31, 2023**

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	-28	0	-11	0	0	140	7.95	1,112.52	20.00	2,800.00
2018 Bordeaux (Blend)	485	-131	-6	-13	0	0	335	8.04	2,692.15	12.00	4,020.00
2019 Cabernet Sauvignon	266	-168	0	-2	0	0	96	8.08	775.28	18.00	1,728.00
2019 Merlot	148	-84	-1	-8	0	0	55	7.53	414.35	18.00	990.00
2019 Sparkling Wine	97	0	0	0	0	0	97	8.60	834.38	20.00	1,940.00
2019 Torrontes	111	-37	-15	-8	0	0	51	12.39	631.81	15.00	765.00
2020 Cabernet Sauvignon	420	-94	0	-6	0	0	320	14.19	4,541.92	18.00	5,760.00
2020 Chardonnay	58	-48	0	-10	0	0	0	14.90	0.00	15.00	-
2020 Syrah	581	-128	-2	-11	0	0	440	12.65	5,567.09	20.00	8,800.00
2021 Albarino	157	-81	0	-18	0	0	58	7.02	407.39	15.00	870.00
2021 Cabernet Sauvignon	948	0	0	-2	0	0	946	7.94	7,512.49	18.00	17,028.00
2021 Chardonnay	350	-154	-2	0	-2	0	192	7.99	1,534.92	15.00	2,880.00
2021 Malbec	186	-64	-2	-21	0	0	99	7.59	751.01	20.00	1,980.00
2021 Pinot Noir	439	-310	0	-7	-2	0	120	7.07	848.91	20.00	2,400.00
2021 Pinot Rose	68	-47	-1	-20	0	0	0	7.05	0.00	15.00	-
2021 Red Blend	352	0	0	-2	0	0	350	9.38	3,281.50	12.00	4,200.00
2021 Syrah	525	0	0	-2	0	0	523	6.76	3,536.97	20.00	10,460.00
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	0	0	0	0	0	300	7.87	2,360.83	15.00	4,500.00
2021 Zinfandel	61	-25	-1	-6	0	0	29	7.25	210.12	18.00	522.00
2022 Albarino	324	-2	0	-3	0	0	319	8.70	2,776.37	15.00	4,785.00
2022 Chardonnay	168	-55	-1	-18	2	0	96	11.62	1,115.68	15.00	1,440.00
2022 Chardonnay-Stainless Steel	132	-1	-2	-2	60	0	187	7.26	1,358.14	15.00	2,805.00
2022 Chardonnay-Hancock Honors	120	-60	0	0	-60	0	0	7.26	0.00	15.00	-
2022 Pinot Noir	1,512	-76	-3	-53	2	0	1,382	8.78	12,128.93	20.00	27,640.00
2022 Pinot Noir (#667)	190	-122	-3	-8	0	0	57	8.96	510.48	20.00	1,140.00
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	-27	0	-16	0	0	311	8.16	2,538.82	15.00	4,665.00
2022 Sauvignon Blanc	402	-77	-12	-9	0	0	304	9.21	2,800.58	15.00	4,560.00
2022 Torrontes Riojano	168	0	0	-2	0	0	166	8.93	1,482.88	15.00	2,490.00
Total Number of Bottles	9,228	-1,946	-51	-258	0	0	6,973		0.00		-
Cost Value Totals	\$ 81,852.24	\$ (17,308.48)	\$ (502.23)	\$ (2,326.60)	\$ 10.65	\$ -	\$ 61,725.55		\$ 61,725.55		\$ 121,168.00
								Unallocated Bottling Costs	\$ 473.56		
								<b>Total Cost Value of Bottled Wine</b>	<b>\$ 62,199.11</b>		



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Dennis Curran, Treasurer	Date: December 6, 2023
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 as of October 31, 2023.

**AHC Viticulture & Enology Foundation**  
**Statement of Financial Position**  
**For The Period Ending 10/31/2023**

**Assets**

Claim on Cash	62,061
Cash on Hand	100
Accounts Receivable	1,531
Pledge Receivable - Current	2,500
Pledge Receivable - Non Current	2,500
Discount on Pledge Receivable	(146)
Due From Other Funds	160
Inventory-Bulk Wine	33,427
Inventory-Bottled Wine	62,199
<b>Total Assets:</b>	<b><u>164,333</u></b>

**Liabilities**

Sales Tax Payable	122
<b>Total Liabilities:</b>	<b><u>122</u></b>

**Fund Balance**

Fund Balance, July 1	163,931
Current Income (Loss)	280
<b>Total Fund Balance:</b>	<b><u>164,211</u></b>
Total Liabilities and Fund Balance:	<b><u>164,333</u></b>

**AHC Viticulture & Enology Foundation**  
**Statement of Operations**  
**For The Period Ending 10/31/2023**

**Revenue**

Contributions, Gifts, Grants & Endwmnts	579
Non Cash Contribution	9,687
<b>Net Revenue</b>	<b>10,267</b>

**Wine Operations**

Shipping Fee Revenue	419
Sales and Commission	34,609
Sales Discounts	(12,367)
<b>Net Sales</b>	<b>22,661</b>
<b>Cost of Goods Sold</b>	<b>(20,127)</b>
<b>Gross Profit (Loss)</b>	<b>2,534</b>
<b>Gross Profit Margin</b>	<b>11.2%</b>

**Total Revenues** 12,801

**Expenditures**

Office/Operational Supplies	2,741
In Kind Supply Expense	1,226
Inventory Allocation Expense	(16,933)
Non Instr Printing	409
Food - Business Meetings/Events	355
Service Contracts (Businesses)	10,978
Travel - All Travel Costs	2,590
Non-Tech Licenses, Permits, Fees	135
In Kind-Software/Technlgy Licenses	6,120
Insurance	285
In Kind-Legal Fees	130
Sales Tax Expense	132
Postage/Express Services	413
Merchant Fees	418
Cash Over and Short	0
Equipment	1,310
Equipment-In Kind	2,211
<b>Total Expenditures</b>	<b>12,520</b>
<b>Net Income (Loss)</b>	<b>280</b>

**Fund Balance**

Fund Balance, July 1	163,931
<b>Current Balance</b>	<b><u>\$164,211</u></b>