

Allan Hancock College

Viticulture & Enology Foundation



Board of Directors Meeting

December 8, 2021
3:30 PM

This meeting will be conducted via zoom:
<https://cccconfer.zoom.us/j/96318536899>



Allan Hancock College Viticulture & Enology Foundation



Board of Directors

Quarterly Meeting

Wednesday, December 8, 2021

3:30 p.m. to 4:30 p.m.

Zoom Meeting: <https://cccconfer.zoom.us/j/96318536899>

In response to the Coronavirus crisis, the Governor has issued **Executive Order N-25-20**, **Executive Order N-29-20**, and **Executive Order N-35-20** modifying the Brown Act in order to facilitate essential public meetings being held through remote methods, such as telephonically or electronically.

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 8, 2021, via email to: evalenzuela@hancockcollege.edu. Comments will be read by district staff for the record during the meeting.</p>		
3. Action Items		3:30 PM
3.A. Approval of September 15, 2021 Meeting Minutes	3	
<p>A recommendation that the board approve the minutes from the September 15, 2021 meeting.</p>		
3.B. Acceptance of Donations	5	
<p>A recommendation that the board approve the received donations.</p>		
3.C. Request to Label & Sell 2018 Bordeaux Blend Shiners	6	
<p>A recommendation that the board approve staff to label and sell the 2018 Bordeaux Blend for \$12 per bottle.</p>		
4. Information Items		3:45 PM
4.A. Current 2020 & 2021 Bulk Wine	7	
<p>An overview of bulk wine inventory will be presented.</p>		

	<u>Page</u>	<u>Est. Time</u>
4.B. Short-Term Winemaking Operations Plan	9	
An overview of the winemaking plans through August 2022 will be presented.		
4.C. Winery Tasting Room Update	10	
An update on tasting room activities, wine club activities, and events will be provided.		
4.D. Winery Board Inventory Report	12	
A report on year-to-date financial data ending October 31, 2021.		
4.E. Financial Report	15	
A report on year-to-date financial data ending October 31, 2021.		
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 10, 2021.

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact Espie Valenzuela in the associate superintendent/vice president of finance and administration's office at (805) 922-6966 ext. 3939 or email her at evalenzuela@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 COMMUNITY COLLEGE
Viticulture & Enology Foundation



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

Minutes

Board of Directors

Wednesday, September 15, 2021

3:30 p.m.

Meeting held teleconference:

<https://cccconfer.zoom.us/j/96318536899>

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 3:30 p.m. with the following directors present:
 Sean J. Abel, Alfredo Koch, Suzanne Levy, and Eric D. Smith.

Absent: None

Guests present: Kelsie Norris, Keli Seyfert

Note taker: Espie Valenzuela

2. Public Comment

No public comments were received.

3. Action Items

3.A. Approval of June 16, 2021 Meeting Minutes

On a motion by Sean J. Abel seconded by Alfredo Koch, the board approved the minutes from the June 16, 2021 board meeting.

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

3.B. Acceptance of Donations

On a motion by Sean J. Abel seconded by Alfredo Koch, the board approved the donations received.

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

3.C. Authorization to Purchase Patio Furniture for the Outdoor Tasting Room Area

On a motion by Sean J. Abel seconded by Alfredo Koch, the board approved the authorization to purchase patio furniture for the outdoor tasting room area.

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

4. Information Items

4.A. New Grape and Wine Production Plan for 2021

K. Norris stated the production plan for the 2021 harvest is to produce about 500 cases. Presented was the AHC 2021 Crush Plan displaying the varietals, vineyard, and the number of final cases bottled. K. Norris added some of the grape varieties may be difficult to receive as a donation, which would result in a quantity of cases being produced to be lower than what was shared in the plan. Agreements are in place to sell three tons of Pinot Noir grapes from the vineyard for \$2,300/ton.

4.B. Reopening of Tasting Room

K. Norris and A. Koch said due to COVID-19 restrictions, the tasting room has been closed to the public since March 2020. Both, were happy to announce the campus tasting room will reopen to the public starting Friday, September 24, 2021, 2:00 p.m. – 5:00 p.m. Music and charcuterie cups will be available for guests to enjoy. Thereafter, the tasting room will be open each Friday from 2:00 p.m. to 5:00 p.m.

Wine tasting outdoors and following current CDC guidelines, as well as protocols established by the college, will promote a safe opening for all. K. Norris shared information about the current winery guidelines and tasting flights.

4.C. Current 2020 Bulk Wines

K. Norris stated the winery currently has 61 cases of 2020 Cabernet Sauvignon, 62 cases of 2020 Syrah, and 6 cases of 2020 Malbec. These wines will continue to age until they are bottled in the summer of 2022.

4.D. Winery Board Inventory Report

Keli Seyfert presented the wine inventory report as of June 30, 2021.

4.E. Financial Report

Keli Seyfert discussed the financial statements detailing the year-to-date financial data ending June 30, 2021.

5. New Business/Oral Reports
None presented.

6. Adjournment

The next meeting of the board of directors will be held on December 8, 2021 at 3:30 p.m.

adjourned 3:50 p.m.

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



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Eric D. Smith, Treasurer	Date: December 8, 2021
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.

- On October 25, 2021, Agitated Acres, LLC donated 950 lbs. of Zinfandel wine grapes and 260 lbs. of Alienti wine grapes.
- On November 18, 2021, George and Jane Roach donated a monetary donation in the amount of \$1,500.

FISCAL IMPACT

None

RECOMMENDATION

Staff recommends that the board accept the donations received.



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Sean J. Abel, Secretary	Date: December 8, 2021
Subject: Request to Label & Sell 2018 Bordeaux Blend Shiners	Item Number: 3.C.
	Enclosure(s): Page 1 of 1

BACKGROUND

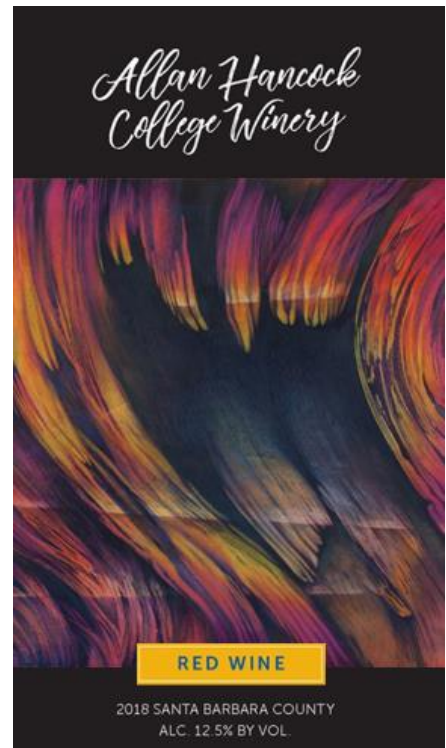
We currently have 83 cases of 2018 Bordeaux Blend Shiners. We have been unsuccessful at selling this wine as a shiner bottle. It is suggested that we go ahead and label the bottles and sell them at the winery. The current retail value per bottle is \$15. It is suggested that we offer the 2018 Bordeaux Blend for \$12 per bottle.

2018 Red Blend				
Inventory in Bottles	Current Cost/bottle	Suggested price per bottle	Profit per bottle	Estimated Profit (before discounts)
996	\$8.04	\$12	\$3.96	\$3,944.16

Noted on the right side of the document is a possible label design for the 2018 Bordeaux Blend.

FISCAL IMPACT

After the wine has been marked down the fiscal impact is \$3 per bottle.



RECOMMENDATION

Staff recommends that the board approve staff to label and sell the 2018 Bordeaux Blend for \$12 per bottle.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: December 8, 2021
Subject: Current 2020 & 2021 Bulk Wine	Item Number: 4.A.
	Enclosure(s): Page 1 of 1

BACKGROUND

We currently have 307 gallons (122 cases) of 2020 bulk wine aging in the winery. We also have 1685.5 gallons (629 cases) of 2021 bulk wine. Below is the breakdown of each varietal for both the 2020 and 2021 Vintage.

2020 Vintage			Racked Gals (after loss)	Final Cases Bottled
Varietal	Gross Gal	Gross hL		
Syrah	148.0	5.6	140.6	59.1
Cabernet Sauvignon	145.0	5.5	137.8	57.9
Malbec	14.0	0.5	13.3	5.6
TOTALS	307	11.6	291.7	122.7

2021 Vintage			Racked Gals (after loss)	Final Cases Bottled
Varietal	Gross Gal	Gross hL		
Albariño	85.3	3.2	72.5	30.5
Chardonnay	92.0	3.5	78.2	32.9
Torrontés	78.7	3.0	66.9	28.1
Blanc de Blanc	60.0	2.3	51.0	21.5
Rose	100.0	3.8	85.0	35.8
Cabernet Sauvignon	175.5	6.6	158.0	66.4
Grenache	177.0	6.7	159.3	67.0
Malbec	149.0	5.6	134.1	56.4
Pinot Noir	348.0	13.2	313.2	131.7
Syrah	238.0	9.0	214.2	90.1
Touriga	59.0	2.2	53.1	22.3
Zinfandel	64.0	2.4	57.6	24.2
Red Blend	59.0	2.2	53.1	22.3
TOTALS	1685.5	63.8	1496.2	629.3



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: December 8, 2021
Subject: Short-Term Winemaking Operations Plan	Item Number: 4.B.
	Enclosure(s): Page 1 of 2

BACKGROUND

Below is a winemaking operations plan for the first part of 2022.

December 2021 – January 2022

- Completing Malolactic fermentation on all 2021 Reds and 2021 Chardonnay
 - Stir barrels 2-3 times per week until MLF is complete
 - Check L-Malic Levels weekly
- Clean racking all lots post malolactic fermentation
 - Run Post MLF Analysis (pH, TA, VA, ML)
 - Add Sulfur to wines

February – April 2022

- Monthly Analysis and Topping of barrels
 - Collect samples of all wine lots in winery
 - Run QC analysis (pH, TA, VA & FSO₂)
 - Sensory analysis on wine
 - Top up all barrels in winery
- 2021 Blanc de Blanc – 60 gals/20 cases
 - Prior to bottling: Taste, adjust, heat stabilize and cold stabilize
 - Bottle and start secondary fermentation
- 2019 Blanc de Noirs- 10 cases
 - Riddle bottles in racks
 - Disgorged and dosage bottles
 - Cork and Label.
- Other tasks
 - Label pallet of 2020 Pinot Noir
 - Foil red wine bottles with cork

May – June 2022

- Prepare wines for Bottling in July/Aug 2022
- Finishing 2020 Cabernet Sauvignon & Syrah
- Heat and cold stabilization, and filtration of 2021 White Wines and Rose



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: December 8, 2021
Subject: Short-Term Winemaking Operations Plan	Item Number: 4.B.
	Enclosure(s): Page 2 of 2

July/August

- Bottling

Jul-2022			Final
Varietal	Gal	hL	Cases Bottled
2021 Albariño	72.5	2.7	30.5
2021 Chardonnay	78.2	3.0	32.9
2021 Torrontés	66.9	2.5	28.1
2021 Rose	85.0	3.2	35.8
2020 Syrah	140.0	5.3	58.9
2020 Cabernet Sauvignon	137.0	5.2	57.6
TOTALS	579.6	21.9	243.8



AHC Viticulture & Enology Foundation



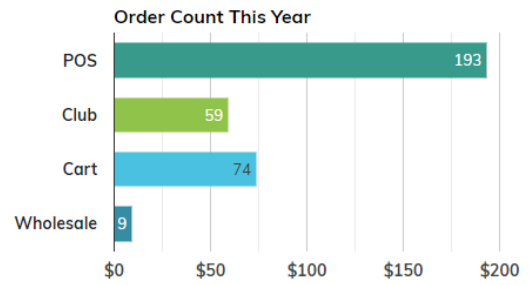
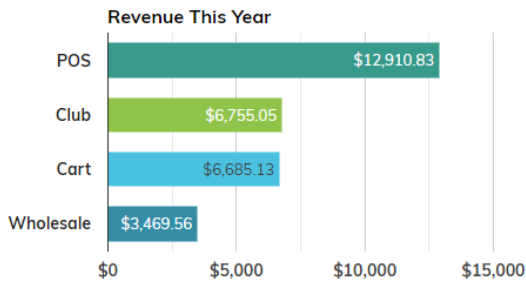
To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: December 8 th , 2021
Subject: Winery Tasting Room Update	Item Number: 4.C.
	Enclosure(s): Page 1 of 2

BACKGROUND

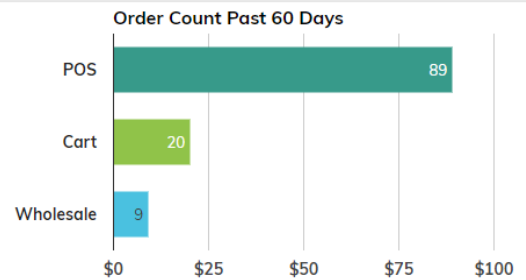
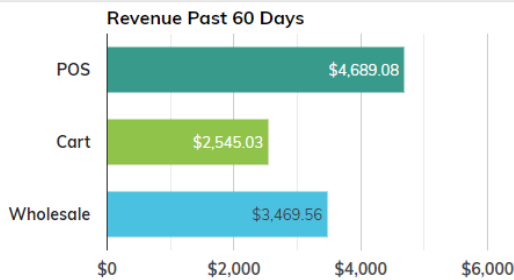
We opened our Tasting Room on September 24th, 2021. Since then we have been open to the public on Fridays from 2-5pm for wine tastings. Having the tasting room open has led to more POS wine sales and wine club member sign ups. We recently had a six-bottle wine special and a small event at the winery tasting room. We have also included some additional ideas to help boost wine sales.

Wine Sales Summary 2021

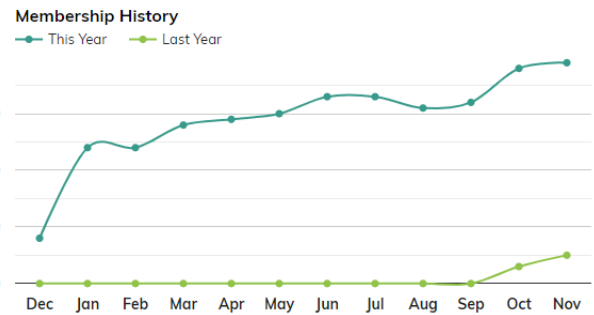
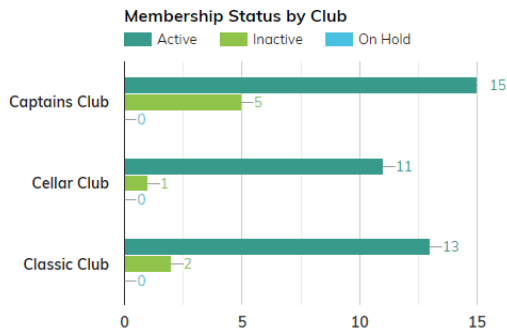
This year: Jan-Dec 2021



Wine Sales Since Tasting Room Re-Opened Sept. 2021



Wine Club Memberships



Wine Discount Sales:

- Holiday Half Case Special: 10-day sale
 - Packages Sold: 31
 - Cases of wine sold: 15.5
 - Total Selling Price: \$1,991.98
- December Half Case Special
 - Offer Another 6-bottle special

Tasting Room Events:

- November 19, 2021
 - We recently had a small event during one of our Friday Wine Tastings. In addition to our wine tastings we had a pop-up art show by the AHC Media Arts Club, a farm stand hosted by the AHC Agriculture students and some small bites provided by 805 Charcuterie.
 - Selling Price Wine: \$1,186.55
 - Cases sold: 7.76

Ways to increase Wine Sales:

- More Events at the winery
 - Another collaboration with other departments at the college to showcase during tastings
- Increase Wine Club Members
 - Promote more
 - Offer Wine club only events
 - Pick up parties for wine club shipments
- Attend outside Wine Events
- Wine discounts and sales throughout year
- Open more wholesale accounts



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Eric D. Smith, Treasurer	Date: December 8, 2021
Subject: Winery Board Inventory Report	Item Number: 4.D.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached is the winery board inventory report for the AHC Viticulture and Enology Foundation as of October 31, 2021.

**Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report
As of October 31, 2021**

Vintage/Varietal	Bulk Wines				
	Beginning Inventory Bulk Gallons	Ending Inventory Bulk Gallons	FY22 Ending Inventory Cost Value	FY22 Ending Inventory Cost/Gallon	FY22 Ending Inventory Cost Value (Case Equivalent)
2017 Pinot Noir Blanc de Noir (Sparkling)	93.0	93.0	\$ 2,490.74	26.78	63.74
2019 Blanc de Noir (Sparkling)	135.9	135.86	3,710.75	27.31	65.01
2020 Cabernet Sauvignon	29.0	27.9	1,500.31	53.77	127.98
2020 Cabernet Sauvignon (North Fork Vineyard)	118.0	118.0	5,969.22	50.59	120.40
2020 Malbec	16.0	14.8	799.42	54.01	128.56
2020 Pinot Noir	236.0	0.0	-	-	0.00
2020 Syrah	148.0	148.0	7,297.04	49.30	117.34
2021 Albarino	0.0	92.5	1,416.43	15.31	36.44
2021 Alicante Bouschet (Agjitated Acres-Paso Robles)	0.0	17.5	267.97	15.31	36.44
2021 Cabernet Sauvignon	0.0	108.0	1,886.59	17.47	41.57
2021 Chardonnay	0.0	70.0	1,133.14	16.19	38.53
2021 Chardonnay	0.0	22.0	361.38	16.43	39.09
2021 Chardonnay Blanc de blanc	0.0	60.0	1,027.49	17.12	40.76
2021 Grenache	0.0	177.0	2,901.12	16.39	39.01
2021 Grenache Rose	0.0	15.0	245.86	16.39	39.01
2021 Malbec (Triple T Vineyard - Happy Canyon)	0.0	149.0	2,457.70	16.49	39.26
2021 Pinot Noir	0.0	204.0	3,334.86	16.35	38.91
2021 Pinot Noir #777	0.0	149.0	2,319.88	15.57	37.06
2021 Pinot Noir Rose	0.0	70.0	1,140.80	16.30	38.79
2021 Zinfandel (Agitated Acres-Paso Robles)	0.0	70.5	1,079.55	15.31	36.44
Total number of Gallons	775.86	1,742.06			
Cost Value Totals			\$ 41,340.27	\$ 23.73	\$ 56.48

Allan Hancock College Viticulture & Enology Foundation

Board Inventory Report

As of October 31, 2021

Vintage/Varietal	Bottled Wines										
	FY22 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donations	Minus: YTD Winery Use	Plus/Minus: YTD Adjustments	Plus: YTD Inventory Additions	FY22 Ending Inventory (Bottles)	Cost per Bottle	FY22 Ending Inventory Cost Value	Retail Cost per Bottle	FY22 Ending Retail Cost Value
2016 Pinot Noir Blanc de Noir (Sparkling)	5	-4	0	-1	0	0	0	4.46	0.00	30.00	-
2017 Sparkling Wine	501	-26	-1	-6	-1	0	467	7.96	3,718.85	30.00	14,010.00
2018 Albarino	22	-9	-1	-12	0	0	0	5.67	0.00	14.00	-
2018 Bordeaux (Blend)	996	0	0	-2	0	0	994	8.04	7,987.92	15.00	14,910.00
2018 Cabernet Sauvignon (RSQ)	134	-47	-1	-9	12	0	89	9.54	849.13	15.00	1,335.00
2018 Malbec	23	-12	0	-11	0	0	0	4.90	0.00	15.00	-
2018 Syrah (Estate)	106	-51	-2	-13	0	0	40	14.26	570.53	18.00	720.00
2018 Syrah (Blend)	110	-45	-16	-5	0	0	44	5.82	256.28	18.00	792.00
2018 Torrontes (Old)	309	-46	-4	-9	0	0	250	4.42	1,104.01	14.00	3,500.00
2018 Centennial Sparkling 750 ml	142	-29	-25	-4	0	0	84	8.96	752.40	30.00	2,520.00
2018 Centennial Sparkling 1.5 L	72	-2	0	-1	0	0	69	17.01	1,173.52	45.00	3,105.00
2019 Albarino	183	-45	0	-8	0	0	130	8.68	1,129.01	14.00	1,820.00
2019 Cabernet Sauvignon	1,620	0	0	0	0	0	1,620	8.08	13,082.80	15.00	24,300.00
2019 Chardonnay	689	-197	-36	-14	0	0	442	8.61	3,807.71	14.00	6,188.00
2019 Grenache	237	-37	0	-8	0	0	192	8.26	1,584.98	18.00	3,456.00
2019 Grenache blanc	141	-66	-10	-5	0	0	60	9.52	571.04	15.00	900.00
2019 Merlot	542	-70	0	-8	0	0	464	7.53	3,495.91	18.00	8,352.00
2019 Pinot Noir	438	-267	-5	-18	10	0	158	7.84	1,238.34	18.00	2,844.00
2019 Syrah	966	0	0	0	0	0	966	6.97	6,731.41	18.00	17,388.00
2019 Torrontes	338	0	0	0	0	0	338	12.39	4,187.34	14.00	4,732.00
2019 Zinfandel	492	-132	-5	-8	1	0	348	7.62	2,651.00	15.00	5,220.00
2020 Albarino	234	0	0	0	0	0	234	15.42	3,608.06	14.00	3,276.00
2020 Chardonnay	756	0	0	0	0	0	756	14.90	11,262.31	14.00	10,584.00
2020 Pinot Noir	0	0	0	0	0	1,170	1,170	13.31	15,572.27	18.00	21,060.00
2020 Pinot Rose	347	-97	-13	-11	36	0	262	14.18	3,714.27	14.00	3,668.00
Total Number of Bottles	9,403	-1,182	-119	-153	58	1,170	9,177				
Cost Value Totals	\$ 85,424.35	\$ (10,291.78)	\$ (1,053.37)	\$ (1,305.20)	\$ 702.88	\$ 15,572.27	\$ 89,049.10		\$ 89,049.10		\$ 154,680.00



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Eric D. Smith, Treasurer	Date: December 8, 2021
Subject: Financial Report	Item Number: 4.E.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached are the income statement and balance sheet for the AHC Viticulture and Enology Foundation as of October 31, 2021.

AHC Viticulture & Enology Foundation
Statement of Financial Position
For The Period Ending 10/31/2021

Assets	
Claim on Cash	41,662
Cash on Hand	100
Accounts Receivable	7,447
Due From Other Funds	159
Inventory-Bulk Wine	41,340
Inventory-Bottled Wine	89,049
Total Assets:	<u>179,757</u>
Liabilities	
Sales Tax Payable	176
Total Liabilities:	<u>176</u>
Fund Balance	
Fund Balance, July 1	195,973
Current Income (Loss)	(16,392)
Total Fund Balance:	<u>179,581</u>
Total Liabilities and Fund Balance:	<u>179,757</u>

AHC Viticulture & Enology Foundation
Statement of Operations
For The Period Ending 10/31/2021

Revenue

Non Cash Contribution	9,268
Net Revenue	9,268

Wine Operations

Shipping Fee Revenue	390
Sales and Commission	27,016
Sales Discounts	(5,879)
Net Sales	21,527
Cost of Goods Sold	(11,944)
Gross Profit	9,582
Gross Profit Margin	44.5%
Total Revenues	18,850

Expenditures

Office/Operational Supplies	23,172
In Kind Supply Expense	1,788
Inventory Allocation Expense	(22,205)
Non Instr Printing	681
Food - Business Meetings/Events	540
Service Contracts (Businesses)	12,111
Travel - All Travel Costs	2,564
Non-Tech Licenses,Permits,Fees	425
In Kind-Software/Technlgy Licenses	6,580
Insurance	88
Repairs (Labor-Diagnostic)	480
Sales Tax Expense	86
Postage/Express Services	370
Merchant Fees	383
Cash Over and Short	(1)
Equipment	7,280
Equipment-In Kind	900
Total Expenditures	35,242
Net Income (Loss)	(16,392)

Fund Balance

Fund Balance, July 1	195,973
Current Balance	<u>\$179,581</u>