

Allan Hancock College

Viticulture & Enology Foundation



Board of Directors Quarterly Meeting

December 9, 2025

3:30 PM

Allan Hancock College
Captain's Room B102



Kevin G. Walthers, Ph.D., President
 Ken Ostini, 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

Tuesday, December 9, 2025

3:30 PM – 4:30 PM

Captain's Room, building B102

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 comments not pertaining to specific agenda items are 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 9, 2025, via email to: evalenzuela@hancockcollege.edu. Comments will be read by district staff for the record during the meeting.</p>		
3. Action Items		3:35 PM
3.A. Approval of October 1, 2025 Meeting Minutes	3	
A recommendation that the board approve the minutes from the October 1, 2025 meeting.		
3.B. Acceptance of Donations	5	
A recommendation that the board approve the received donations.		
4. Information Items		3:45PM
4.A. Bulk Wine Update	6	
An update on current bulk wine amounts will be provided.		
4.B. 2025 Bottling Update	7	
The 2025 bottling update will be presented.		
4.C. Audit Report for the AHC Viticulture & Enology Foundation, FY 2025	8	

The final audit report for the AHC Viticulture & Enology Foundation, FY 2025 will be provided.

4.D.	Winery Board Inventory Report	26
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A report on year-to-date inventory ending October 31, 2025.

4.E.	Financial Report	29
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A report on year-to-date financial data ending October 31, 2025.

5.	New Business/Oral Reports	4:15 PM
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6.	Adjournment	4:30 PM
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The next regular meeting of the board of directors will be held on March 4, 2026.

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
Ken Ostini, Vice President
Dennis Curran, Treasurer
Sean J. Abel, Secretary
Alfredo Koch, Ph.D., Board Member

Minutes

Board of Directors
Quarterly Meeting
Wednesday, October 1, 2025
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, Ostini, Walthers

Absent: None

Staff Members Present: Keli Seyfert, Grace Wearda

Note taker: Espie Valenzuela

2. Public Comment

No public comment was made.

3. Action Items

3.A. Approval of June 10, 2025 Meeting Minutes

On a motion by Alfredo Koch, seconded by Ken Ostini, the board of directors voted to approve the minutes from the June 10, 2025 meeting. (Ayes: Abel, Curran, Koch, Ostini, Walthers Noes: None; Absent: None)

3.B. Acceptance of Donations

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

4. Information Items

4.A. Bulk Wine Update

G.Wearda provided an update on current bulk wine amounts in the winery and the short-term plan for the wines.

4.B. 2025 Bottling Update

A. Koch provided an update regarding the inventory for the 2025 bottling. G. Wearda said they are currently assembling wine club packages, and a sale on the 2023 Pinot Noir will begin soon.

4.C. Winery Board Inventory Report

K. Seyfert presented the wine inventory report ending June 30, 2025, and July 31, 2025. Ms. Seyfert responded to questions.

4.D. Financial Report

K. Seyfert presented the financial statements detailing the year-to-date financial data ending June 30, 2025, and July 31, 2025. Ms. Seyfert responded to questions.

5. New Business/Oral Reports

No reports

6. Adjournment

Dr. Walthers adjourned the meeting at 3:26 p.m. The next quarterly meeting of the board of directors will be held on December 9, 2025, at 3:30 p.m.



To: Board of Directors	ACTION ITEM
From: Dennis Curran, Treasurer	Date: December 9, 2025
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
10/17/25	AgWest Farm Credit	Monetary cash donation	\$500.00
11/26/25	Peter & Linda Kopcrak	50 cases - Clear wine glass bottles	\$625.00
Grand Total			\$1125.00

FISCAL IMPACT

None

RECOMMENDATION

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



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: December 9, 2025
Subject: Bulk Wine Update	Item Number: 4.A.
	Enclosure(s): Page 1 of 1

BACKGROUND

We currently have about 1194 gallons of bulk wine at the winery. The breakdown of the gallonage is in the chart below.

Allan Hancock College Bulk Wine		Gross Gal	Gal after Loss	Potential Cases	Notes
Vintage	Varietal				
2023	Alicante Bouschet	4	3.8	1.59	Use for blending & topping
2023	Pinot Saignee	11	10.45	4.89	Use for blending
2023	Red Blend	49.5	47.025	19.77	Use for blending
2023	Sparkling Wine- Pinot Noir	28.93	27.48	11.5	Use for blending
2024	Cabernet Sauvignon-TTT	59	56.05	23.6	Continue to age until 2026
2024	Malbec - TTT	118	112.1	49.5	Continue to age until 2026
2024	Red Blend	59	56.05	35.6	Continue to age until 2026
2024	Sparkling Wine - Pinot Noir	65	61.75	26.0	Start secondary fermentation Feb 2026
2024	Syrah	118	112.1	47.14	Continue to age until 2026
2024	Syrah Saignée	15	14.25	0.0	Use for blending & topping
2024	Touriga	30	28.5	0.0	Use for blending & topping
2024	Pinot Noir Rose	15	14.25	0.0	Use for blending & topping
2025	Albarino	21	19.95	8.38	Bottle in 2026
2025	Chardonnay	68	64.6	27.16	Bottle in 2026
2025	Grenache Blanc	131	124.45	52.33	Bottle in 2026
2025	Pinot Noir Rose	72	68.4	28.76	Bottle in 2026
2025	Torrontes Riojano	30	28.5	11.98	Bottle in 2026
2025	Cabernet Sauvignon	17	16.15	6.79	Continue to age until 2027
2025	Pinot Noir	74	70.3	29.56	Continue to age until 2027
2025	Sparkling Wine – Pinot Noir	67	63.65	26.76	Start secondary fermentation Feb 2026
2025	Syrah Saignee	14	13.3	5.59	Use for blending
2025	Syrah	137	130.15	54.73	Continue to age until 2027
	TOTALS	1194.43	1134.7	477.16	



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: December 9, 2025
Subject: 2025 Bottling Update	Item Number: 4.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

We had our annual bottling on May 1, 2025. Below is the breakdown of wine bottled in cases, bottles, and gallons.

Allan Hancock College Bottling Updated 11/30/25		Final Cases	Final Bottles	Gals Bottled
Vintage	Varietal			
2023	Malbec	57	684	135.5
2023	Syrah	72	864	171.2
2023	Red Blend	40	480	95.1
2024	Albariño	16	192	38.0
2024	Chardonnay	42	504	99.9
2024	Rose of Pinot Noir	16	192	38.0
2024	Pinot Noir	188	2256	447.0
2023	Pinot Noir 2nd bottling	23	276	54.7
2024	Torrontes	24	288	57.1
2023	Pinot Noir Sparkling (750mL)	3.25	39	7.75
2023	Pinot Noir Sparkling (1.5 L)	.9	11	4.4
	TOTALS	482.15	5786	1148.75



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Dennis Curran, Treasurer	Date: December 9, 2025
Subject: Audit Report for the AHC Viticulture & Enology Foundation, FY 2025	Item Number: 4.C.
	Enclosure(s): Page 1 of 18

BACKGROUND

Attached is the final audit report for the AHC Viticulture & Enology Foundation, FY 2025.



See what's possible.

ALLAN HANCOCK COLLEGE VITICULTURE AND
ENOLOGY FOUNDATION
(A NONPROFIT ORGANIZATION)

AUDIT REPORT

JUNE 30, 2025 AND 2024

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INDEPENDENT AUDITORS' REPORT

Board of Directors
Allan Hancock College Viticulture and Enology Foundation
Santa Maria, California

Report on Audit of Financial Statements

Opinion

We have audited the accompanying financial statements of Allan Hancock College Viticulture and Enology Foundation (the "Foundation") (a California nonprofit organization), as of and for the years ended June 30, 2025 and 2024, and the related notes to financial statements, which collectively comprise the Foundation's financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Foundation as of June 30, 2025 and 2024, and the changes to its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Foundation and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for one year beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements. In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for a reasonable period.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

CWDL, Certified Public Accountants

San Diego, California
November 13, 2025

FINANCIAL STATEMENTS

	2025	2024
ASSETS		
Cash and cash equivalents	\$ 62,522	\$ 67,701
Accounts receivable	3,369	3,136
Inventory	118,474	100,711
Pledges receivable	-	2,427
Prepaid expenses	150	145
Total Assets	\$ 184,515	\$ 174,120
LIABILITIES		
Accounts payable	\$ 12,922	\$ 8,801
Total Liabilities	12,922	8,801
NET ASSETS		
Net assets without donor restrictions	171,585	164,753
Net assets with donor restrictions	8	566
Total Net Assets	171,593	165,319
Total Liabilities and Net Assets	\$ 184,515	\$ 174,120

	Net Assets Without Donor Restrictions	Net Assets With Donor Restrictions	Total
SUPPORT AND REVENUE			
Contributions	\$ 1,839	\$ -	\$ 1,839
In-kind contributions	24,932	-	24,932
Winery sales, net	23,647	-	23,647
Ticket sales	8,930	-	8,930
Other local revenues	100	-	100
Net assets released from restriction	558	(558)	-
Total Support and Revenue	60,006	(558)	59,448
EXPENSES			
Program	35,943	-	35,943
General and administrative	5,212	-	5,212
Fundraising	12,019	-	12,019
Total Expenses	53,174	-	53,174
Changes in Net Assets	6,832	(558)	6,274
Net Assets - Beginning of Year	164,753	566	165,319
Net Assets - End of Year	\$ 171,585	\$ 8	\$ 171,593

	Net Assets Without Donor Restrictions	Net Assets With Donor Restrictions	Total
SUPPORT AND REVENUE			
Contributions	\$ 1,156	\$ 1,500	\$ 2,656
In-kind contributions	30,612	-	30,612
Winery sales, net	3,275	-	3,275
Ticket sales	8,945	-	8,945
Net assets released from restriction	934	(934)	-
Total Support and Revenue	44,922	566	45,488
EXPENSES			
Program	33,198	-	33,198
General and administrative	2,530	-	2,530
Fundraising	8,370	-	8,370
Total Expenses	44,098	-	44,098
Changes in Net Assets	824	566	1,390
Net Assets - Beginning of Year	163,929	-	163,929
Net Assets - End of Year	\$ 164,753	\$ 566	\$ 165,319

	General and			
	Program	Administrative	Fundraising	Total
Salaries	\$ -	\$ -	\$ 1,378	\$ 1,378
Public relations/recognitions	-	-	600	600
Office/operational supplies	2,834	1,036	525	4,395
Printing	-	21	-	21
Food supplies	-	513	2,989	3,502
Independent contractor (individuals)	-	-	1,811	1,811
Service contracts	-	-	1,049	1,049
Conference/business expense	3,190	-	2,491	5,681
Non-tech licenses, permits, fees	20,761	25	50	20,836
Insurance	281	-	-	281
Repairs	3,652	-	-	3,652
Technology services	-	66	-	66
Sales/use tax expense	275	-	-	275
Postage/express services	1,187	114	-	1,301
Advertising	-	1,365	558	1,923
Bank and merchant service fees	-	2,065	568	2,633
Gain/(Loss) on disposal of assets	3,763	-	-	3,763
Bad debt expense	-	2	-	2
Cash over/short	-	5	-	5
Total	\$ 35,943	\$ 5,212	\$ 12,019	\$ 53,174

	General and			
	Program	Administrative	Fundraising	Total
Office/operational supplies	\$ 2,576	\$ 1,306	\$ 513	\$ 4,395
Printing	-	18	-	18
Food supplies	936	-	2,670	3,606
Independent contractor (individuals)	-	-	1,041	1,041
Conference/business expense	3,650	335	2,943	6,928
Service contracts	-	-	200	200
Non-tech licenses, permits, fees	930	40	50	1,020
Technology services	19,499	-	-	19,499
Legal fees	-	738	-	738
Sales/use tax expense	632	-	-	632
Postage/express services	1,457	93	-	1,550
Advertising	-	-	930	930
Bank and merchant service fees	1,508	-	23	1,531
Gain/(Loss) on disposal of assets	2,010	-	-	2,010
Total	\$ 33,198	\$ 2,530	\$ 8,370	\$ 44,098

	2025	2024
Changes in net assets	\$ 6,274	\$ 1,390
Reconciliation to net cash provided by/(used in) operating activities:		
Effect on changes in:		
Accounts receivable	(233)	(833)
Inventory	(17,763)	(1,891)
Pledges receivable	2,427	4,854
Prepaid expenses	(5)	(10)
Accounts payable	4,121	6,180
Net Cash Provided by/(Used in) Operating Activities	(5,179)	9,690
Net Increase/(Decrease) in Cash and Cash Equivalents	(5,179)	9,690
Cash and Cash Equivalents - Beginning of Year	67,701	58,011
Cash and Cash Equivalents - End of Year	\$ 62,522	\$ 67,701

NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Organization

The Allan Hancock College Viticulture and Enology Foundation (the "Foundation") (a California nonprofit organization) was incorporated in the State of California in 2014 as a nonprofit public benefit corporation. The Foundation was organized to support Allan Hancock Joint Community College District's (the "District") and the Allan Hancock College (the "College") educational and cultural programs in areas of Agribusiness, Viticulture and Enology, as well as operate certain facilities related to such programs.

Financial Statement Presentation

The accompanying financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958-210-50. Under ASC 958-210-50, the Foundation is required to report information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions. In addition, the Foundation is required to present a statement of cash flows. The Foundation does not use fund accounting. Revenues and expenses are recorded when incurred in accordance with the accrual basis of accounting.

The Foundation and the College are financially interrelated organizations as defined by Transfers of Assets to a Nonprofit or Charitable Trust that Holds Contributions for Others. The Foundation reflects contributions received for the benefit of the College as revenue in its financial statements. The expenses related to these contributions are accounted for under program and supporting services.

Net Asset Accounting

To ensure observance of limitations and restrictions placed on the use of resources available to the Foundation, the accounts of the Foundation are maintained in accordance with the principles of net asset accounting. This is the procedure by which resources for various purposes are classified for accounting and reporting purposes into net asset types established according to their nature and purpose. Separate accounts are maintained for each net asset type; however, in the accompanying financial statements, net asset types that have similar characteristics have been combined into groups as follows:

Net Assets Without Donor Restrictions - Net assets available for general use and not subject to donor restrictions. Net assets without donor restrictions represents all resources over which the Board of Directors has discretionary control for use in operating the Foundation.

Net Assets With Donor Restrictions - Net assets that are contributions and endowment investment earnings subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other restrictions are perpetual in nature, where the donor or grantor stipulates that resources be maintained in perpetuity. The Foundation reports contributions restricted by donors as increases in net assets with donor restrictions if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends, or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES, continued**Support and Revenues**

Contributions are measured at their fair value at the date of contribution and are reported as an increase in net assets. The Foundation reports gifts of cash or other assets in the category designated by the donor. The Foundation reports gifts of goods and equipment as net assets without donor restrictions unless explicit donor stipulations specify how the donated assets must be used. With absent explicit donor stipulation about where the contributions are to be spent, the Foundation reports these contributions as net assets without donor restrictions. The Foundation also receives sales revenue from wine production through the operation of the Viticulture and Enology program.

Donated Goods and Services

Donated goods primarily consist of various items used during the wine making process. Donated services comprise of legal services for general Foundation operations. The value of these donated goods and services are included in the financial statements in the amounts of \$24,932 and \$30,612 as in-kind contributions and in-kind expenses, for the years ended June 30, 2025 and 2024, respectively.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and disclosure of contingent assets and liabilities, at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

Cash and cash equivalents consist of cash held in a checking account. The Foundation maintains cash balances in financial institutions which are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. At June 30, 2025 and 2024, the Foundation's deposits were fully insured.

Accounts Receivable

Accounts receivable consists primarily of wine sales invoiced but monies not yet received. Management has deemed all amounts collectible; therefore, no allowance for doubtful accounts is considered necessary.

Inventory

Inventory consists of wine held for sale and wine that has yet to be bottled. At June 30, 2025 and 2024, inventory consisted of bottled wine of \$95,170 and \$80,488, respectively, and bulk wine of \$23,304 and \$20,223, respectively. Inventory is stated at the lower of cost or net realizable value. The cost is recorded as an expense as the inventory is sold.

NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES, continued

Leases

Leases will be classified as finance or operating, with classification affecting the pattern and classification of expense recognition in the statement of operations. On June 30, 2025, the Foundation had no leases requiring recognition under ASC Topic 842.

Deferred Crop Costs

Deferred crop costs are costs that are incurred in the current year that relate to the following season's harvest. Costs consist primarily of land preparation, irrigation, and cultivation. The costs are deferred and charged to cost of goods sold when the related crop is harvested and sold. Deferred crop costs were \$0 at June 30, 2025 and 2024, respectively.

Income Taxes

The Foundation is a charitable, not-for-profit, tax-exempt organization qualified under provisions of Section 501(c)(3) of the *Internal Revenue Code* and corresponding California provisions. Accordingly, no provision for income taxes has been provided in the financial statements. The Foundation has also been classified as an entity that is not a private foundation within the meaning of Section 509(a) and qualifies for deductible contributions as provided in Section 170(b)(A)(vi). The Foundation annually files information returns, Forms 990, 199, and RRF-1, with the appropriate agencies. There was no unrelated business activity income. The Foundation has adopted FASB ASC Topic 740 that clarifies the accounting for uncertainty in tax positions taken, or expected to be taken, on a tax return and provides that the tax effects from an uncertain tax position can be recognized in the financial statements only if, based on its merits, the position is more likely than not to be sustained on audit by the taxing authorities. Management believes that all tax positions taken to date are highly certain and, accordingly, no accounting adjustment has been made to the financial statements. The Foundation's Federal informational tax returns for the years ended June 30, 2022, 2023, and 2024, are open to audit by the Federal authorities. California State informational returns for the years ended June 30, 2022, 2023, and 2024, are open to audit by State authorities.

Advertising Costs

Advertising costs are expensed as incurred. Advertising expense for the years ended June 30, 2025 and 2024, were \$1,923 and \$930, respectively.

Allocation of Functional Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statement of activities. The statement of functional expenses presents the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied.

NOTE 2 – WINERY SALES

The Foundation operates a winery as part of the Viticulture and Enology program. Income and expenses for the winery for the fiscal year were as follows:

	2025	2024
Sales	\$ 117,762	\$ 100,652
Less: Cost of Sales	(94,115)	(97,377)
Gross profit	\$ 23,647	\$ 3,275

Winery sales revenue and cost of sales are reported net of discounts, estimated returns, and sales taxes.

NOTE 3 – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

Financial assets available for general expenditures, that is, without donor or other restrictions limiting their use, within one year of the Statement of Financial Position date, comprise the following:

	2025	2024
Financial assets, at year-end:		
Cash and cash equivalents	\$ 62,522	\$ 67,701
Accounts receivable	3,369	3,136
Total financial assets, at year-end	65,891	70,837
Restrictions for specific purposes:		
Donor designated	(8)	(566)
Total contractual or donor-imposed restrictions	(8)	(566)
Financial assets available to meet cash needs for general expenditure within one year	\$ 65,883	\$ 70,271

Liquidity Management

To manage liquidity, the Foundation structures its financial assets to be available as its general expenditures, liabilities and other obligations come due. District staff on behalf of the Foundation management monitor daily cash balances.

NOTE 4 – ACCOUNTS PAYABLE

Accounts payable at June 30, 2025 and 2024, represent amounts owed by the Foundation as follows:

	2025	2024
Vendor payables	\$ 12,437	\$ 8,208
Sales tax payables	485	593
Total	<u>\$ 12,922</u>	<u>\$ 8,801</u>

NOTE 5 – RESTRICTIONS ON NET ASSETS

Net assets were released from donor restrictions by incurring expenses or satisfying the restricted purpose by occurrence of the passage of time or other events specified by the donors amounted to \$558 and \$934 as of June 30, 2025 and 2024, respectively.

Net assets not restricted by donors, but are not available until allowable expenditure occurs amounted to \$8 and \$566 as of June 30, 2025 and 2024, respectively.

NOTE 6 – CONTRIBUTED NON-FINANCIAL ASSETS

During the fiscal year ended June 30, 2025 and 2024, the Foundation received a variety of non-financial asset donations.

Description	2025	2024	Utilization in program/activities	Donor restrictions	Valuation techniques and inputs
Professional services	\$ -	\$ 325	V&E legal review	Unrestricted	Donated services are valued and are reported at the estimated fair value in the financial statements based on current rates for similar services.
Supplies	\$ 3,082	\$ 8,636	V&E program	Unrestricted	Donated items are valued and are reported at the estimated fair value in the financial statements based on current rates for similar items.
Software licenses	\$ 19,980	\$ 19,440	V&E program	Unrestricted	Donated items are valued and are reported at the estimated fair value in the financial statements based on current rates for similar items.
Equipment	\$ 1,870	\$ 2,211	V&E program	Unrestricted	Donated items are valued and are reported at the estimated fair value in the financial statements based on current rates for similar items.
Total	<u>\$ 24,932</u>	<u>\$ 30,612</u>			

NOTE 7 – RELATED PARTY TRANSACTIONS

The Foundation leases wine making facilities and the Hancock Vineyard from the Allan Hancock Joint Community College District on a yearly basis. Lease expense for the year ended June 30, 2025, amounted to a total of \$500. A number of District employees have donated their time and experience to the Foundation's program services during the year. However, these donated services are not reflected in the financial statements because the recognition criteria was not met.

In addition, at June 30, 2025 and 2024, the Foundation owed the District \$1,834 and \$264, respectively, for salaries and benefits and other administrative related services.

NOTE 8 – SUBSEQUENT EVENTS

The Foundation's management has evaluated events or transactions from June 30, 2025 through November 13, 2025, which is the date the financial statements were available to be issued. Management has determined that there were no subsequent events or transactions that require additional disclosure in the Foundation's financial statements.


AHC Viticulture & Enology Foundation


To: Board of Directors	INFORMATION ITEM
From: Dennis Curran, Treasurer	Date: December 9, 2025
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. A report on year-to-date inventory ending fiscal year October 31, 2025 will be provided.

Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report - Bulk Wines
October 31, 2025

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/Case (Case Equivalent)	FY26 Ending Inventory Cost/Gallon	FY26 Ending Inventory Cost Value (Case Equivalent)
2023 Alacante Bouschet	4.00	0.00	0.00	0.00	0.00	4.00	95.61	23.90	56.89
2023 Sparkling Pinot Noir (Clone 091)	28.93	0.00	0.00	0.00	0.00	28.93	704.56	24.35	57.96
2023 Pinot Saignee	11.00	0.00	0.00	0.00	0.00	11.00	303.06	27.55	65.57
2023 Red Blend	49.50	0.00	0.00	0.00	0.00	49.50	888.27	17.94	42.71
2024 Cabernet Sauvignon (TTT)	59.00	0.00	(5.00)	0.00	5.00	59.00	1,572.93	26.66	63.45
2024 Malbec	124.00	0.00	(11.00)	0.00	5.00	118.00	2,823.36	23.93	56.95
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	0.00	0.00	0.00	65.00	3,947.69	60.73	144.55
2024 Red Blend	59.00	0.00	(5.00)	0.00	5.00	59.00	3,670.69	62.22	148.07
2024 Syrah	142.60	0.00	(9.60)	0.00	(15.00)	118.00	5,807.79	49.22	117.14
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	0.00	0.00	0.00	30.00	1,396.82	46.56	110.81
2025 Albarino	0.00	25.00	(4.00)	0.00	0.00	21.00	395.16	18.82	44.78
2025 Cabernet	0.00	17.00	0.00	0.00	0.00	17.00	268.71	15.81	37.62
2025 Chardonnay	0.00	75.00	(7.00)	0.00	0.00	68.00	1,185.48	17.43	41.49
2025 Grenache Blanc (001 Early Pick)	0.00	65.00	(7.00)	0.00	0.00	58.00	1,027.41	17.71	42.16
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	(2.00)	0.00	65.00	63.00	1,264.51	20.07	47.77
2025 Pinot Noir (Blend)	0.00	74.00	0.00	0.00	0.00	74.00	1,169.67	15.81	37.62
2025 Pinot Noir (Lot #667)	0.00	75.00	(3.00)	0.00	0.00	72.00	1,185.48	16.47	39.19
2025 Pinot Noir (Sparkling Clone 91)	0.00	65.00	2.00	0.00	0.00	67.00	1,027.41	15.33	36.50
2025 Syrah A	0.00	60.00	0.00	0.00	0.00	60.00	948.38	15.81	37.62
2025 Syrah B	0.00	47.00	0.00	0.00	0.00	47.00	742.90	15.81	37.62
2025 Syrah C	0.00	30.00	0.00	0.00	0.00	30.00	474.19	15.81	37.62
2025 Syrah Rose	0.00	14.00	0.00	0.00	0.00	14.00	221.29	15.81	37.62
2025 Torrontes	0.00	31.00	0.00	0.00	0.00	31.00	490.00	15.81	37.62
Total number of Gallons	603.03	658.00	(66.60)	0.00	0.00	1,194.43	33,705.05	28.22	67.16

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

Vintage/Varietal	FY26 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donations	Minus: YTD Winery Use	Plus/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	0	0	0	11	12.66	139.23	23.00	253.00
2021 Chardonnay Sparkling Cuvee	3	-2	0	-1	0	0	0	7.99	0.00	23.00	-
2021 Red Blend	58	-18	-5	-4	4	0	35	9.38	328.19	17.00	595.00
2021 Syrah	50	-37	0	-1	0	0	12	6.83	81.93	23.00	276.00
2021 Torrontes	89	-20	-10	-4	1	0	56	7.87	440.70	18.00	1,008.00
2022 Malbec	127	-27	-22	-7	-1	0	70	9.47	662.69	23.00	662.69
2022 Red Blend	36	-6	-4	-2	-4	0	20	9.38	187.59	17.00	340.00
2022 Sauvignon Blanc	108	-24	-12	-5	0	0	67	9.21	617.21	23.00	1,541.00
2022 Syrah	468	-184	-5	-8	-2	0	269	8.95	2,407.43	23.00	2,407.43
2022 Torrontes Riojano	156	0	0	0	0	0	156	8.93	1,393.59	18.00	2,808.00
2023 Albarino	425	-47	-19	-8	-2	0	349	7.04	2,457.22	18.00	6,282.00
2023 Chardonnay	510	-466	-12	-8	-1	0	23	7.61	175.06	18.00	414.00
2023 Malbec	756	0	0	0	0	0	756	6.98	5,276.38	23.00	17,388.00
2023 Pinot Noir Blend	1,566	-555	-20	-11	-2	0	978	6.52	6,378.01	23.00	22,494.00
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	-8	0	-1	-1	0	128	7.24	926.21	23.00	2,944.00
2023 Pinot Noir (Clone 777)	111	-20	0	-2	-1	0	88	7.28	640.43	23.00	2,024.00
2023 Pinot Rose	238	-47	-30	-14	0	0	147	7.00	1,028.67	18.00	2,646.00
2023 Red Blend	504	-160	-2	0	-2	0	340	5.52	1,878.43	17.00	5,780.00
2023 Sparkling Wine	151	-113	-11	-8	1	0	20	6.80	135.92	23.00	460.00
2023 Syrah	864	0	0	0	0	0	864	8.44	7,294.21	23.00	19,872.00
2023 Torrontes (.375 L)	110	-3	0	-3	-2	0	102	6.97	710.95	18.00	1,836.00
2023 Zinfandel	18	-17	0	0	-1	0	0	6.88	0.00	23.00	-
2024 Albarino	192	0	0	0	0	0	192	17.09	3,280.95	18.00	3,456.00
2024 Chardonnay	504	0	0	0	0	0	504	14.91	7,515.03	18.00	9,072.00
2024 Pinot Noir	2,254	0	0	0	2	0	2,256	11.28	25,456.03	23.00	51,888.00
2024 Pinot Rose	192	0	0	0	0	0	192	17.95	3,445.63	18.00	3,456.00
2024 Torrontes	287	0	0	0	0	0	287	12.71	3,648.92	18.00	5,166.00
Total Number of Bottles	10,575	-1,767	-152	-87	-11	0	8,558	0.00			
Cost Value Totals	\$ 95,170.72	\$ (12,758.10)	\$ (1,177.94)	\$ (670.47)	\$ (71.26)	\$ -	\$ 80,493.18	\$ 80,493.18	\$	\$ 179,697.12	
							Unallocated Bottling Costs	\$ 166.78			
							Total Cost Value of Bottled Wine	\$ 80,659.96			


AHC Viticulture & Enology Foundation


To: Board of Directors	INFORMATION ITEM
From: Dennis Curran, Treasurer	Date: December 9, 2025
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. A report on year-to-date financial data ending fiscal year October 31, 2025 will be provided.

AHC Viticulture & Enology Foundation
Statement of Financial Position
For The Period Ending 10/31/2025

Assets

Claim on Cash	57,887
Cash on Hand	100
Accounts Receivable	3,934
Inventory-Bulk Wine	33,705
Inventory-Bottled Wine	80,660
Total Assets:	<u>176,286</u>

Liabilities

Sales Tax Payable	277
CA CRV Fee Payable	346
Total Liabilities:	<u>623</u>

Fund Balance

Fund Balance, July 1	171,593
Current Income (Loss)	4,070
Total Fund Balance:	<u>175,663</u>
Total Liabilities and Fund Balance:	<u>176,286</u>

AHC Viticulture & Enology Foundation
Statement of Operations
For The Period Ending 10/31/2025

Revenue

Contributions, Gifts, Grants & Endowments	500
Non Cash Contribution	7,773
Net Revenue	8,273

Wine Operations

Shipping Fee Revenue	279
Sales and Commission	38,088
Sales Discounts	(14,136)
Net Sales	24,231

Cost of Goods Sold	(14,677)
Gross Profit (Loss)	9,554
Gross Profit Margin	39.4%

Total Revenues **17,826**

Expenditures

CSEA Overtime Non Instr	115
Office/Operational Supplies	3,569
In Kind Supply Expense	625
Inventory Allocation Expense	(10,567)
Food - Business Meetings/Events	473
Service Contracts (Businesses)	7,585
Travel - All Travel Costs	1,367
Non-Tech Licenses, Permits, Fees	323
In Kind-Software/Technology Licenses	6,660
Insurance	186
Legal Fees	428
In Kind-Legal Fees	488
Sales Tax Expense	37
Postage/Express Services	247
Advertising/Sponsorships	1,412
Bank Service Charges	28
Merchant Fees	779
Cash Over and Short	3
Total Expenditures	13,756
Net Income (Loss)	4,070

Fund Balance

Fund Balance, July 1	171,593
Current Balance	<u>\$175,663</u>