

Allan Hancock College

Viticulture & Enology Foundation



AGENDA

Board of Directors

Quarterly Meeting

June 13, 2018

3:30 PM

Captain's Room
Building B
Room 102



Allan Hancock College Viticulture & Enology Foundation



AGENDA

Board of Directors

Quarterly Meeting

Wednesday, June 13, 2018 – 3:30 PM

Captain's Room 102, Building B

	<u>Page</u>	<u>Est. Time</u>
1. Call to Order		3:30 PM
2. Public Comment		
<p>The 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> Testimony on specific agenda items will be welcome during consideration of the item by the board. When public testimony is completed regarding a specific agenda item, discussion is then confined to board members only. This practice is in accordance with laws governing board of directors public meetings.</p>		
3. Action Items		3:30 PM
3.A. Approval of March 28, 2018 Meeting Minutes	3	
<p>A recommendation that the board approve the minutes from the March 28, 2018 meeting.</p>		
3.B. Determination of Date, Time, and Place of Board Meetings	5	
<p>A recommendation that the board hold regular meetings at 3:30 p.m. on September 19, 2018, December 12, 2018, and March 20, 2019, and hold the annual meeting on June 19, 2019.</p>		
3.C. Winery Operations Manager Signature Authority	6	
<p>A recommendation that the board approve the Winery Operations Manager, David Corey, to be authorized to make withdrawals from inventory and that Michael Black and George Railey be removed.</p>		
3.D. Revise Wine Pricing	7	
<p>A recommendation that the board approve the revised wine pricing, including wholesale and retail fees, wine club fees, and pricing for college students and staff.</p>		

	<u>Page</u>	<u>Est. Time</u>
3.E. Labeling Plan	9	
A recommendation that the board approve a new label for the 2017 red wine blend, design criteria for 2016 sparkling wine, and the repeated use of the 2016 vintage labels.		
3.F. Acceptance of Donations	12	
A recommendation that the board accept the donations received.		
4. Information Items		4:00 PM
4.A. Financial Report	13	
A report on year-to-date financial data ending April 30, 2018.		
4.B. Winery Inventory Report	16	
A report on inventory as of April 30, 2018.		
4.C. Winery Marketing Plan	18	
A discussion to review the winery marketing plan including hours of operations and a wine club update.		
4.D. Harvesting, Production, and Bottling Schedule for Fiscal Year 2018-19	19	
A report on the 2018-19 production plan and schedule.		
4.E. Plan for Enhancing the Winery Production and Retail Area	21	
A report on container movement and additional seating for the winery.		
4.F. Recent or Upcoming Events	22	
A report on recent or upcoming events.		
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 September 19, 2018, unless otherwise determined by action item 3.B.

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. Please make requests 48 hours prior to the meeting in order to make reasonable arrangements to ensure accessibility to this meeting.

Kevin G. Walthers
Foundation President

ALLAN HANCOCK COMMUNITY COLLEGE
Viticulture & Enology Foundation



Minutes
Board of Directors
Quarterly Meeting
Wednesday, March 28, 2018
4:30 p.m.

Kevin G. Walthers, Ph.D., Board President
 Larry Lahr, Vice President
 Michael Black, Treasurer
 Richard Mahon, Ph.D., Secretary
 Alfredo Koch, Ph.D., Board Member

Allan Hancock College
 Captain's Room 102, Building B
 800 South College Drive, Santa Maria, CA 93454

1. Call to Order

Dr. Walthers called the meeting to order at 4:30 p.m. with the following directors present: Larry Lahr, Michael Black, Richard Mahon, and Alfredo Koch.

Also present: Keli Seyfert

2. Public Comment

No public comment was made.

3. Approval of Meeting Minutes

3.A. Approval of December 13, 2017 Meeting Minutes

On a motion by Dr. Mahon seconded by Larry Lahr, the board approved the minutes from the December 13, 2017 board meeting.

(Ayes: Mahon, Koch, Walthers, Lahr, Black; Noes: None; Abstentions: None)

4. Information Items

4.A. Financial Report

Keli Seyfert discussed the balance and income statements. There was a discussion regarding the refrigerator for the winery and ensuring it runs properly. The electrical power needed to operate the refrigerator won't make a large impact on the winery budget.

4.B. Winery Inventory

Dr. Walthers is concerned the large amount of white wine, on the inventory list, will go stale before it can be sold. It was suggested to include the white wine in the spring sale.

Regarding the winery supervisor position, the committee has finalized the list of candidates. There was a discussion regarding the challenges the committee has overcome to identify the most qualified candidates.

Dr. Walthers asked for a few bottles of the 2016 pinot noir to provide as samples to new businesses in the community.

4.C. Winery Website Presentation

Dr. Koch projected the winery website and requested feedback. Phil Hamer and the winery supervisor will maintain the wine sales. The square application will be used for the purchase of wine.

4.D. Santa Barbara County Wine Industry Website

Dr. Koch discussed the benefits students will have generating a website that's tailored to Santa Barbara County wineries. This will also give students the opportunity to interact with others in the industry. The demographics and results generated by students was shared. Santa Barbara County wineries are underrepresented compared to the other wine regions in California. The cost of running the site is estimated at \$400-\$500 annually.

Dr. Walthers mentioned this would be a great project for a marketing class, but suggested the winery focus on the smaller items such as selling wine, growing grapes, and the new supervisor position.

4.E. Recent or Upcoming Events

Dr. Koch mentioned there will be an AHC wine event held on Sunday, April 1 at the winery.

5. New Business/Oral reports

No new business was presented.

6. Adjournment

The next regular meeting of the board of directors will be held on June 13, 2018 at 3:30 PM.

Richard Mahon
Foundation Secretary



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Kevin Walthers, President	Date: June 13, 2018
Subject: Determination of Date, Time, and Place of Board Meetings	Item Number: 3.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

Section III of the bylaws addresses annual, regular, and special meetings of the board of directors. "Annual meetings of the board shall be held without call or notice on the third Wednesday of June of each year without any notice being required; or at such other time and date in the month of June as shall be determined by the board or the president, and upon prior notice of at least thirty (30) days of such meeting."

Section III of the bylaws also states that "Regular meetings...shall be held without call or notice at such times and at such places as the board of directors shall from time to time determine." The college must also comply with the Brown Act requirements and post meeting agendas at least 72 hours prior to the meeting.

The 2018-19 schedule below proposes that regular meetings be held quarterly at 3:30 p.m. on the third Wednesday, with the exception of December, when the second Wednesday is suggested. The preferred location is the Captain's Room, which is usually available at that time and will be reserved in advance.

September 19, 2018
 December 12, 2018
 March 20, 2019
 June 19, 2019 - Annual Meeting

FISCAL IMPACT

None

RECOMMENDATION

Staff recommends that the board hold regular meetings at 3:30 p.m. on September 19, 2018, December 12, 2018, and March 20, 2019, and hold the annual meeting on June 19, 2019.



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Alfredo Koch	Date: June 13, 2018
Subject: Winery Operations Manager Signature Authority	Item Number: 3.C.
	Enclosure(s): Page 1 of 1

BACKGROUND

Currently, Michael Black, Alfredo Koch, Richard Mahon, George Railey, and Kevin Walthers are approved to authorize withdrawals from inventory (e.g., for wine tastings, for evaluation by potential retailers, and for charitable purposes).

FISCAL IMPACT

Potential fines or loss of bond from regulatory agencies.

RECOMMENDATION

Staff recommends that the board approve the Winery Operations Manager, David Corey, to be authorized to make withdrawals from inventory and that Michael Black and George Railey be removed.



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Alfredo Koch	Date: June 13, 2018
Subject: Revise Wine Pricing	Item Number: 3.D.
	Enclosure(s): Page 1 of 2

BACKGROUND

Current pricing is as follows:

Name	Price	W/Sales Tax
2012 White Wine	\$6.94	\$7.50
2014 Pinot Noir AHC	16.67	18.00
2014 Red Blend	14.81	15.99
2014 Syrah SBC	16.67	18.00
2015 Albariño	14.81	15.99
2015 Chardonnay	13.89	15.00
2015 Pinot Noir	16.67	18.00
2015 Pinot Noir Rose	13.89	15.00
2015 Syrah	16.67	18.00
2015 Torrontes	13.89	15.00
2016 Albariño	13.89	15.00
2016 Cabernet Sauvignon	14.81	15.99
2016 Chardonnay	13.89	15.00
2016 Malbec	13.89	15.00
2016 Pinot Noir	16.67	18.00
2016 Pinot Noir Rose	13.89	15.00
2016 Syrah	16.67	18.00
2016 Torrontes	14.81	15.99

(continued)

FISCAL IMPACT

The new discount is expected to slightly increase net income. The wine club shipments are expected to increase sales.

RECOMMENDATION

Staff recommends that the board approve the revised wine pricing, including wholesale and retail fees, wine club fees, and pricing for college students and staff.

Discounts	Now	Proposed Discount
Students/staff/faculty/events/holidays	30%	20%
Buy 6 or more bottles additional 10%	10%	10%
Retail license at least 3 cases	50%	50%
Retail license 10+ cases	60%	60%

In 2018, staff plans to produce *Reserve Red* and *Reserve White* at \$35 and \$25 per bottle. It is anticipated that the wine club will have two shipments per year at \$80 plus tax each. It is estimated that the club will have 40 members during the first year.

The wine club will include a 15 percent discount as an added incentive on sales plus 10 percent additional discount for six or more bottles. If faculty/staff/students are members of the wine club, they will receive the higher of the two discounts, but the discounts may not be cumulative. The fall 2018 shipment would include the following varietals: Pinot Noir (two bottles), Syrah, Pinot Noir Rose, Chardonnay, and Malbec. The spring 2019 shipment would include the following varietals: Pinot Noir, Cabernet Sauvignon, Red Blend, Albariño, Pinot Noir Rose, and Syrah.



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Alfredo Koch	Date: June 13, 2018
Subject: Labeling Plan	Item Number: 3.E.
	Enclosure(s): Page 1 of 3

BACKGROUND

New labels are needed for the 2017 red wine blend and the 2016 sparkling wine. A proposed red wine blend label is attached. Design options for the sparkling wine label also need to be considered. Examples will be presented to the board for discussion. It is also recommended that the 2016 vintage labels continue to be used.

FISCAL IMPACT

To be determined.

RECOMMENDATION

Staff recommends that the board approve a new label for the 2017 red wine blend, design criteria for 2016 sparkling wine, and the repeated use of the 2016 vintage labels.



RED WINE

*Allan Hancock
College Winery*

2017 PASO ROBLES
ALC. 14.6% BY VOL.

Our Red Wine comes from grapes grown in Paso Robles. Created by our students, this wine has aromas of cherry plum and violets. The flavors are fruit forward with hints of vanilla and smooth tannins. Enjoy!



PAIR WITH
meats,
pasta, and
a variety of
cheeses

Produced & bottled by
Allan Hancock College
Viticulture & Enology Foundation
Santa Maria, CA 93454



For more information about this wine visit,
www.hancockwinery.com

CONTAINS SULFITES



750_{ML}

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEVERAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMPTION OF ALCOHOLIC BEVERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

Artwork by Nancy Jo Ward — AHC Faculty



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Kevin Walthers, President	Date: June 13, 2018
Subject: Acceptance of Donations	Item Number: 3.F.
	Enclosure(s): Page 1 of 1

BACKGROUND

Cambria Winery donated a Jencons Digitrate 50ml digital bottle top burette, two large squat reagent bottles, and an alcolyzer with 24 spot carousel to be used in the winery. In addition, the winery donated equipment that will benefit the viticulture and enology program.

Engel and Gray Inc. donated five cubic yards of Harvest Blend Compost for use in the vineyard.

Steve Lisenby donated a five pound CO2 glass cylinder, a small wine press, two 15 gallon barrels, and a hand crank destemmer. The donation also includes multiple pieces of equipment for the agribusiness program.

Charlie Widle of Crop Production Services has donated 2.5 gallons of powermax herbicide, 150 lbs max organic builder, and 5.0 gallons of stylet oil organic. The donation also includes other products to be used in the winery.

FISCAL IMPACT

None

RECOMMENDATION

Staff recommends that the board accept the donations received.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Michael Black	Date: June 13, 2018
Subject: Financial Report	Item Number: 4.A.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached is the income statement and balance sheet for the AHC Viticulture and Enology Foundation as of April 30, 2018.

AHC Viticulture & Enology Foundation
Income Statement
April 30, 2018

Revenue

Contributed Gifts/Grants/Endw	26
Non-Cash Contributions	7,954
Other Local Revenue	0
Net Revenue	7,981

Wine Operations

Sales & Commissions	17,884
Less: Returns & Allowances	-200
Less: Sales Discounts	-2,131
Net Sales	15,553
Less: Cost of Goods Sold	-7,386
Gross Profit	8,167
Total Revenues	16,147

Expenditures

Bank Service Charges	23
Cash Over and Short	15
Equipment	1,779
Facility Leases	100
Food Supplies	462
Freight	134
In-Kind Supply Expense	7,954
Indep Contractor (Individuals)	1,600
Insurance	100
Inventory Allocation Expense	-26,554
Land Lease	400
Merchant Fees	158
Misc Operating Expenses	534
Non-Tech Licenses, Permits, Fees	1,693
Office/Operational Supplies	7,143
On-Site-Business/Training Exp	105
Postage/Express Services	35
Printing	5,656
Scholarships	2,500
Service Contracts (Businesses)	7,342
Technology Hosting Services	410
Technology Services	201
Total Expenditures	11,790
Net Income(Loss)	4,357

Fund Balance

Fund Balance, July 1	131,051
Current Balance	\$135,408

AHC Viticulture & Enology Foundation
Balance Sheet
April 30, 2018

Assets

Rabobank Checking	62,941
Accounts Receivable	130
Due from Other Funds	356
Inventory-Bulk Wine	30,447
Inventory-Bottled Wine	39,496
Deferred Crop Costs	3,439
Total Assets:	<u>136,809</u>

Liabilities

Accounts Payable	1,352
Sales Tax Payable	49
Total Liabilities:	<u>1,401</u>

Fund Balance

Fund Balance, July 1	131,051
Current Income (Loss)	4,357
Total Fund Balance:	<u>135,408</u>
Total Liabilities and Fund Balance:	<u>136,809</u>



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Michael Black	Date: June 13, 2018
Subject: Winery Inventory Report	Item Number: 4.B.
	Enclosure(s): Page 1 of 2

BACKGROUND

Attached is the wine inventory report for the AHC Viticulture and Enology Foundation as of April 30, 2018.

Allan Hancock College Viticulture & Enology Foundation Board Inventory Report As of April 30, 2018																
Vintage/Varietal	Case Wines										Bulk Wines					
	FY18 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donations	Minus: YTD Tasting	Plus/Minus: YTD Adjustments	Plus: YTD Inventory Additions	Less: Removed for Testing	FY18 Ending Inventory (Bottles)	Cost per Bottle	FY18 Ending Inventory Cost/Value	Retail Cost per Bottle	FY18 Ending Retail Cost Value	FY18 Bulk Wine (gallons)	FY18 Ending Inventory Cost Value	FY18 Ending Inventory Cost/Gallon	FY18 Ending Inventory Cost Value (Case Equivalent)
2012 White Wine	507	-35	-81	-3	10	0	398	\$ 1.53	\$ 608.95	\$ 6.94	\$ 2,762.12	-	-	-	-	-
2014 Blanc de Noir (Sparkling Wine)	402	-396	0	-1	-5	0	0	6.87	0.00	40.00	-	-	-	-	-	-
2014 Pinot Noir AHC (Estate SBC)	1072	-345	-81	-10	122	0	758	3.38	2,562.05	16.67	12,635.86	-	-	-	-	-
2014 Pinot Noir Magnum	6	-6	0	0	0	0	33.33	0	0.00	33.33	-	-	-	-	-	-
2014 Red Wine Paso Robles (Bordeaux)	135	-42	-11	-4	-7	0	71	3.00	213.01	14.81	1,051.51	-	-	-	-	-
2014 Syrah SBC	396	-151	-75	-13	-6	0	151	3.38	510.37	16.67	2,517.17	-	-	-	-	-
2015 Albarino	93	-28	-1	-1	-4	0	59	1.81	106.79	14.81	873.79	-	-	-	-	-
2015 Chardonnay	60	-51	-8	-1	0	0	0	2.08	0.00	13.89	-	-	-	-	-	-
2015 Pinot Noir	423	-125	-47	-10	23	0	264	1.76	463.76	13.89	3,666.96	-	-	-	-	-
2015 Pinot Noir Rose	1,824	-9	-40	-5	-7	0	1,763	1.76	3,104.65	16.67	29,389.21	-	-	-	-	-
2015 Syrah	581	-23	-7	-9	36	0	578	2.93	1,693.55	13.89	8,028.42	-	-	-	-	-
2015 Torrontes	359	-11	-8	-5	-11	0	324	1.78	577.80	16.67	5,401.08	-	-	-	-	-
2016 Albarino	525	-12	-3	-3	-27	0	480	2.29	1,098.40	13.89	6,667.20	-	-	-	-	-
2016 Cabernet Sauvignon #1	0	-12	-11	-3	-13	257	218	4.40	959.15	14.81	3,228.58	-	-	-	-	-
2016 Cabernet Sauvignon #2	0	-2	-1	0	4	372	373	4.16	1,552.46	14.81	5,524.13	-	-	-	-	-
2016 Cabernet Sauvignon #3	0	0	0	-1	0	108	107	4.22	451.14	14.81	1,584.67	38	494.81	13.02	30.99	154.95
2016 Chardonnay	0	-2	-17	-1	14	834	798	4.34	3,465.05	13.89	11,084.22	12	781.26	65.11	-	-
2016 Malbec	0	-7	-2	-1	1	612	603	4.15	2,504.59	13.89	8,375.67	34	427.72	12.58	29.94	-
2016 Pinot Noir	0	-2	-35	-2	-71	2,340	2,194	4.25	9,315.54	16.67	36,573.98	-	-	-	-	-
2016 Pinot Noir Rose	0	-3	-40	-3	-38	984	876	4.73	4,140.01	13.89	12,167.64	-	-	-	-	-
2016 Syrah	0	-1	-18	-1	8	1,056	1,044	4.52	4,721.97	16.67	17,403.48	-	-	-	-	-
2016 Torrontes	0	-7	-5	-3	2	367	354	4.09	1,447.12	13.89	4,917.06	-	-	-	-	-
2016 Petit Verdot												85	1,562.56	18.38	43.75	-
2016 Pinot Noir Blanc de Noir (Sparkling)												137	1,814.15	13.24	31.52	-
2017 Albarino												131	2,921.98	22.31	53.09	-
2017 Cabernet Sauvignon (J. Lohr)												123	2,604.37	21.17	50.37	-
2017 Cabernet Sauvignon (Rancho Sisquoc)												80	1,842.12	23.03	54.80	-
2017 Chardonnay												64	1,609.20	25.14	59.84	-
2017 Pinot Noir												184	4,065.36	22.09	52.58	-
2017 Pinot Noir Rose												142	3,006.67	21.17	50.39	-
2017 Pinot Noir Blanc de Noir (Sparkling)												206	4,848.79	23.54	56.02	-
2017 Syrah												85	1,820.94	21.42	50.99	-
2017 Torrontes												145	2,646.72	18.25	43.44	-
Total Number of Bottles	6,383	-1,270	-491	-80	31	6,930	11,413		\$ 39,496.31		\$ 173,852.75	1,466	\$ 30,446.65	\$ 20.77	\$ 49.43	
Cost Value Totals	\$ 16,722.36	\$ (5,282.77)	\$ (1,471.47)	\$ (238.98)	\$ 3.66	\$ 30,160.06	\$ (396.54)		\$ 39,496.31		\$ 173,852.75	\$ 1,466	\$ 30,446.65	\$ 20.77	\$ 49.43	



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Alfredo Koch	Date: June 13, 2018
Subject: Winery Marketing Plan	Item Number: 4.C.
	Enclosure(s): Page 1 of 1

BACKGROUND

The new Winery Operations Manager, David Corey, suggests that the college open the winery for sales on Fridays from 2:00 until 6:00 p.m. in order to attract more consumers from the community. Initial indications are that this schedule is producing increased activity in the winery. The wine club will begin in fall of 2018. The proposed option is for two annual wine shipments of six bottles each. One in the fall and another in the spring. The wine club advantages will include access to special events, access to exclusive wines, and invitations to wine release parties. The discount on wine purchases will be 15 percent plus 10 percent more with purchase of six bottles or more. At this time, the website is being finalized.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Alfredo Koch	Date: June 13, 2018
Subject: Harvesting, Production, and Bottling Schedule for Fiscal Year 2018-19	Item Number: 4.D.
	Enclosure(s): Page 1 of 2

BACKGROUND

Bottling will proceed as follows:

Wine	Time Period	Number of Cases
2017 Torrontes	June/July	59
2017 Albarino	June/July	53
2017 Pinot Noir Rose	July	85
2017 Red Blend	July	63
2017 Pinot Noir	December	49
2017 Syrah	December	34
2017 Cabernet Sauvignon	December	59

The following is a report on the 2018-19 production plan and schedule.

Varietal	Vineyard	2018 Tons	Gross Gals	Gross Liters	Est Final L (5% loss)	Final Cases (9L each)	Grapes to sell Tons	Harvest	Possible Origin	Bottling
Pinot Noir - BDN	AHC	2.00	280	1,060	987	110		Early Aug		Various
Cabernet Franc	Purch./Don	0.50	110	416	265	29		Late Sep		2019 Dec
Cabernet Sauvignon	Donated	1.00	220	833	529	59		Early Oct	J Lohr	2019 Dec
Chardonnay	AHC	1.00	150	568	496	55		Mid Sep		2018 Dec
Chardonnay - BDB	AHC	0.00	0	0	0	0				
Grenache	Purch./Don	1.00	220	833	529	59		Mid Oct		
Malbec	Donation	1.00	220	833	529	59		Late Sep		2019 Dec
Merlot	Purch./Don	0.50	110	416	265	29		Late Sep		2019 Dec
Pinot Noir Res	AHC	1.00	220	833	529	59	1	Late Sep		2019 Dec
Pinot Noir Rose	AHC	1.00	180	681	595	66		Mid Aug		2018 Dec
Mouvedre	Purch./Don	0.50	110	416	265	29		Mid Oct		2019 Dec
Syrah	Purch./Don	0.50	110	416	265	29		Late Sep	SBC	2019 Dec
Syrah	AHC	1.00	220	833	529	59		Early Oct		
Gewurztraminer	Purch./Don	0.50	80	303	265	29		Mid Sep		2018 Dec
Albarino	AHC	0.50	80	303	265	29		Mid Sep		2018 Dec
Muscat Canelli	Purch./Don	0.50	80	303	265	29		Early Sep	Paso Robles	2018 Dec
Torrontes	AHC	1.00	160	606	529	59		Late Oct		2018 Dec

Totals:**13.5 2550****790**



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Alfredo Koch	Date: June 13, 2018
Subject: Plan for Enhancing the Winery Production and Retail Area	Item Number: 4.E.
	Enclosure(s): Page 1 of 1

BACKGROUND

The Strong Workforce Committee has approved the use of SWP funds to purchase a refrigerated container for the winery. This will significantly enhance the ability for staff to monitor inventory levels by moving most inventory out of the winery, which will have the additional benefit of making space within the winery. It may be painted by AHC artists. The old container was used to store donated wine bottles and empty cases. These items will be moved to South Campus. Staff will develop a plan to purchase additional tables and area heaters in order to host more events at the winery. The plan will be shared at a future board meeting.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Alfredo Koch	Date: June 13, 2018
Subject: Recent or Upcoming Events	Item Number: 4.F.
	Enclosure(s): Page 1 of 1

BACKGROUND

The winery operations manager and coordinator will attend and produce several events throughout the year.

2018

June	9	Mac and Cheese Festival
	9	Jazz & Olives
	16	PCPA Solvang, Under the Lights
	23	St. Joseph Nights & Brews
	30	Natural History Museum
August		Gala Dinner to benefit the V&E Foundation - Presquile
		Central Coast Wine Classic
September	1	Boys and Girls Festival
	TBD	Open House Harvest
October	5	Wine Club Pouring Vandenberg
	6	Hancock Wine Festival
	12	Wine Club Release Party - Fall
	19	Winemaker Wine Dinner Pairing
November	20	Thanksgiving Opening
December	4	Invite to the Industry
	6 & 7	Christmas Sale

2019

January	27-28	Unified Symposium
February	8	Open House AHC - prior to Valentine's Day
March	8	Wine Club Release Party - Winter
April	20	Santa Barbara Vintners Association Festival
May		Santa Barbara Wine Zoo Roar and Pour Orange County Wine Competition