

Allan Hancock College

Viticulture & Enology Foundation



AGENDA

Board of Directors

Quarterly Meeting

March 25, 2020

3:30 PM

Captain's Room
Building B, Room 102

Teleconference:

<https://cccconfer.zoom.us/j/217092624>





Allan Hancock College Viticulture & Enology Foundation



AGENDA

Board of Directors

Quarterly Meeting

Wednesday, March 25, 2020 – 3:30 PM

Captain's Room 102, Building B

Teleconference: <https://cccconfer.zoom.us/j/217092624>

	<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 December 18, 2019 Meeting Minutes	3	
<p>A recommendation that the board approve the minutes from the December 18, 2019 meeting.</p>		
3.B. Acceptance of Donations	6	
<p>A recommendation that the board accept the donations received.</p>		
3.C. Signature Authority to Remove Wines	7	
<p>A recommendation that the board approve the Winery Operations & Lab Specialist, Kelsie Norris, and Dean, Academic Affairs, Sean J. Abel, authorization to make withdrawals from the wine inventory.</p>		
4. Information Items		3:45 PM
4.A. Winery Software Update	8	
<p>A report on new software for the winery operations.</p>		
4.B. Pouring Events Calendar	9	

	<u>Page</u>	<u>Est. Time</u>
A calendar of future events will be provided.		
4.C. AHC Wine Festival	10	
An update on the AHC Wine festival.		
4.D. Estimated Wine Production	11	
An update on the short-term wine production plans.		
4.E. Winery Board Inventory Report	12	
A report on inventory as of December 31, 2019.		
4.F. Financial Report	16	
A report on year-to-date financial data ending December 31, 2019.		
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 June 17, 2020.

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, Ph.D.
Foundation President

ALLAN HANCOCK COMMUNITY COLLEGE
Viticulture & Enology Foundation



Kevin G. Walthers, Ph.D., Board President
 Larry Lahr, Vice President
 Eric D. Smith, Treasurer
 Vacant, Ph.D., Secretary
 Alfredo Koch, Ph.D., Board Member

Minutes
 Board of Directors
 Quarterly Meeting
 Wednesday, December 18, 2019
 3:30 p.m.

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 3:32 p.m. with the following directors present: Sean Abel, Alfredo Koch, Larry Lahr, and Eric D. Smith.

Absent: None

Guests present: Keli Seyfert

Note taker: Espie Valenzuela

2. Public Comment

No public comments were received.

3. Action Items

3.A. Approval of September 18, 2019 Meeting Minutes

On a motion by Larry Lahr seconded by Alfredo Koch, the board approved the minutes from the September 18, 2019 board meeting.

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

3.B. Appointment of Board Member

The board approved the appointment of Sean Abel as a member and secretary to the Viticulture and Enology Foundation Board of Directors, effective December 18, 2019.

On a motion by Eric D. Smith seconded by Larry Lahr, the board approved Sean Abel as a member and secretary to the Viticulture and Enology Foundation board of directors.

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

3.C. Acceptance of Donations

The board received donations from Santa Maria Sun, Laffort USA Inc., Praful and Sangita Patel, Avina Vineyard, and MA Silva USA valued at \$3198.22 in support of the viticulture program.

On a motion by Eric D. Smith seconded by Larry Lahr, the board approved the donations received.

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

4. Information Items

4.A. Winery Software Update

Alfredo Koch provided information on all aspects of winemaking operations using the Winemakers Database. The plan would be to implement the use of Vintrace in April 2020.

4.B. Updated V & E Calendar

Alfredo Koch presented a detailed calendar with a report on functions and activities for the vineyard.

4.C. AHC Wine Festival

Staff is developing a plan for a promotional Wine Festival for the Centennial Celebration of Allan Hancock College. The event is scheduled for October 3, 2020 from 2:00 p.m. to 6:00 p.m. Ten wineries and five food trucks/restaurants will participate in the celebration. Each admission ticket will include a wine glass from AHC. Additional details will be forthcoming in the spring.

4.D. Vineyard Estimated Grape Production

Staff has developed a plan for future vineyard plantings. The plan is to remove two rows of Torrontes and two rows of Chardonnay. We propose to plant four rows of Gewürztraminer in their place. Additionally, we will plant four rows of a Spanish varietal and expand the planting of Syrah where the old picnic area was located.

4.E. Equipment Needs

Alfredo Koch shared a list of equipment needs for the winery.

4.F. Update on Fundraiser at Presqu'ile Winery

In celebration of its fifth anniversary, the Allan Hancock College Winery held a special event on September 21, 2019, 6:00 p.m. to 9:00 p.m. at Presqu'ile Winery to benefit the AHC Viticulture and Enology Foundation.

As of the end of October, 162 bottles had been given away to attendees, sponsors, and volunteers. As of November 27, 95 bottles were sold for net sales of a little over \$2,000. Publicity for the event generated interest & support driving additional foot traffic to the winery in support of the AHC V&E Foundation, resulting in a \$1,500 donation from George & Jane Roach. It was a beautiful evening attended by nearly 90 guests, including volunteers.

4.G. Winery Board Inventory Report

Keli Seyfert reviewed the wine inventory as of September 30, 2019. A summary chart by wine type was suggested as an additional handout for future use.

4.H. Financial Report

Keli Seyfert discussed the financial statements detailing the year-to-date financial data ending September 30, 2019. Keli noted an increase in the fund balance.

5. New Business/Oral Reports

Alfredo shared new label images with the board members and a list of equipment for future purchase i.e. an elevator, microscope, electrical upgrades, automatic external defibrillator, barrels, and a barrel fermenter. Dr. Walthers suggested these items should go through the process of an instructional equipment request.

Future Events:

- October 3, 2020 - AHC Wine Festival

Alfredo provided drafts regarding a new and improved layout of the tasting room.

6. Adjournment

The next regular meeting of the board of directors will be held on March 25, 2020 at 3:30 p.m.

adjourned 4:20

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



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Eric D. Smith, Treasurer	Date: March 25, 2020
Subject: Acceptance of Donations	Item Number: 3.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

The donations 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 January 8, 2020, the V & E Program received a monetary donation of \$26,576 from the Brander Family Foundation to help purchase equipment for the Allan Hancock College Viticulture & Enology Program.
- On January 20, 2020, Laffort USA Inc. donated one bag of Oenolees Yeast Product.
- On January 23, 2020, Snap-on Inc. donated Grape Harvesting Snips, ErgoPro Pruners, ErgoPro Fixed-Grips, ErgoPro Pruner Rota-Grips, Vineyard Pruning Shears, Tool Lube Cleaner, and a Folding Pruning Saw.
- On January 27, 2020, Nutrien Ag Solutions, Inc. donated 150 lbs. UC-937 Raw Barley.
- On January 29, 2020, Vineyard Industry Products donated 8" Galvanized Stakes, Rebar, Irrigation Hose, 13 Gauge 100# Wire Roll, and Gripples.

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: March 25, 2020
Subject: Signature Authority to Remove Wines	Item Number: 3.C.
	Enclosure(s): Page 1 of 1

BACKGROUND

To better control the movement and releases of inventory, staff recommends that the board of directors designate specific employees who can authorize the release of wine from inventory for reasons other than a sale, such as for charitable purposes, winetasting, confirmed shrinkage, etc. Currently, Kevin G. Walthers, Eric D. Smith, and Robert Curry, are approved to authorize withdrawals from the inventory.

FISCAL IMPACT

Potential fines or loss of bond from regulatory agencies.

RECOMMENDATION

A recommendation that the board of directors approve the Winery Lab Specialist, Kelsie Norris, and Board Secretary, Sean J. Abel to authorize the release of wine from inventory.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 25, 2020
Subject: Winery Software Update	Item Number: 4.A.
	Enclosure(s): Page 1 of 1

BACKGROUND

All Hancock Winery winemaking operations have been recorded into the Winemakers Database, which runs on Fox Pro database. New effective software is being used by many regional wineries. One of the most favored is Vintrace. Vintrace is used by many wineries in the area and by the Cal Poly program.

This new software provides opportunities for the students to learn how it works through a “sandbox” function. Vintrace also has practical functions in phone apps.

This donation allows us to improve our winery management and gives an opportunity for the students to practice with one of the newest software for wineries.

All data has been loaded into the new software and we should be able to start using it concurrently in April 2020.

Facts from Company:

- Founded in 2007 with Head Office based in Melbourne, Australia
- Self-funded, no debt, original Founders remain
- Canadian Enterprise Winemakers began using Vintrace in 2008
- In 2014 established North American Headquarters in Sonoma, California
- 440 global Customers, including wineries, cideries and breweries
- 2,000 individual system users accessing Vintrace on a daily basis
- 18 staff working in our Melbourne office and 6 staff in Sonoma
- Significant and On-Going R&D Investment

Areas covered:

- Intake
- Wine Making
- Bottling
- Sales
- Costing
- Inventory Management



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 25, 2020
Subject: Pouring Events Calendar	Item Number: 4.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

A calendar of future pouring events will be provided at the board meeting.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 25, 2020
Subject: AHC Wine Festival	Item Number: 4.C.
	Enclosure(s): Page 1 of 1

BACKGROUND

The promotional Wine Festival is scheduled for October 10, 2020 from 2:00 p.m. 6:00 p.m. Approximately 10 wineries and five food trucks/restaurants will be invited to participate for the event celebrating 100 years anniversary. A glass will be included in the ticket price.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 25, 2020
Subject: Estimated Wine Production	Item Number: 4.D.
	Enclosure(s): Page 1 of 1

BACKGROUND

Updates are presented for future wine production.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Eric D. Smith, Treasurer	Date: March 25, 2020
Subject: Winery Board Inventory Report	Item Number: 4.E.
	Enclosure(s): Page 1 of 4

BACKGROUND

Attached is the winery board inventory report for the AHC Viticulture and Enology Foundation as of December 31, 2019.

Allan Hancock College Viticulture & Enology Foundation

Board Inventory Report

As of December 31, 2019

Bottled Wines

Vintage/Varietal	FY20 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donat ons	Minus: YTD Tasting/ Damaged	Plus/Minus: YTD Adjustments	Plus: YTD Inventory Additions	FY20 Ending Inventory (Bottles)	Cost per Bottle	FY20 Ending Inventory Cost Value	Retail Cost per Bottle	FY20 Ending Retail Cost Value
2012 White Wine	6	-4	0	0	-2	0	0	\$ 1.53	\$ -	\$ 7.00	\$ -
2014 Pinot Noir AHC (Estate 5BC)	362	-102	-1	-8	-23	0	228	3.38	770.64	18.00	4,104.00
2014 Syrah SBC	25	-2E	-1	-4	6	0	0	3.38	0.00	18.00	-
2015 Chardonnay	41	-34	-12	-2	19	0	12	1.76	21.08	14.00	168.00
2015 Pinot Noir	1,346	-84	-75	-47	-47	0	1093	1.76	1,924.77	18.00	19,674.00
2015 Pinot Noir Rose	340	-282	-14	-11	3	0	36	2.93	105.48	14.00	504.00
2015 Syrah	195	-9E	0	-14	-38	0	50	1.78	89.17	18.00	900.00
2015 Torrontes	428	-29E	-40	-51	-40	0	1	2.28	2.28	14.00	14.00
2016 Chardonnay	180	-11E	0	-5	-48	0	11	4.44	48.88	14.00	154.00
2016 Pinot Noir	236	-18E	-6	-9	11	0	46	4.35	199.87	18.00	828.00
2016 Pinot Noir Rose	502	-46E	-3	-12	-22	0	2	4.83	9.67	14.00	28.00
2016 Syrah	70	-54	0	-7	-9	0	0	4.62	0.00	18.00	-
2016 Torrontes	88	-12E	-1	-5	53	0	8	4.19	33.52	14.00	112.00
2016 Pinot Noir Blanc de Noir (Spar-ir-€)	461	-94	-18	-45	-17	0	287	4.46	1,279.56	30.00	8,610.00
2017 Albarino	423	-3E	-2	-12	-25	0	349	6.05	2,111.69	14.00	4,886.00
2017 Cabernet Sauvignon (Paso Rom-)	528	-50E	-3	-7	-16	0	0	6.34	0.00	15.00	-
2017 Cabernet Sauvignon (Rancho S-ic-oc)	348	-34E	0	0	0	0	0	6.95	0.00	15.00	-
2017 Pinot Noir	768	-9E	-6	0	-32	0	633	6.61	4,184.66	18.00	11,394.00
2017 Pinot Noir Rose	882	-78E	-36	-17	79	0	126	6.31	795.07	14.00	1,764.00
2017 Syrah	420	-19E	-8	-15	-29	0	171	5.96	1,019.06	18.00	3,078.00
2017 Torrontes	696	-52E	0	-4	54	0	225	5.22	1,174.82	14.00	3,150.00
2018 Albarino	324	-2E	-5	0	7	0	299	5.68	1,696.92	14.00	4,186.00
2018 Bordeaux (Blend)	0	0	0	0	-2	996	994	7.39	7,349.84	15.00	14,910.00
2018 Cabernet Sauvignon (J. Lchr-PR)	0	0	0	0	0	0	0	0.00	0.00	15.00	-
2018 Cabernet Sauvignon (RSC)	0	-3E	0	-4	-8	720	672	8.90	5,977.62	15.00	10,080.00
2018 Chardonnay (Steel)	577	-9E	-34	-4	4	0	446	6.53	2,913.26	14.00	6,244.00
2018 Chardonnay (Oak)	432	0	0	-1	0	0	431	8.39	3,616.55	14.00	6,034.00
2018 Pinot Noir Rose	324	-3E	-7	-8	-11	0	266	5.21	1,385.77	14.00	3,724.00
2018 Malbec	384	-8E	-4	-19	-11	0	266	4.89	1,301.80	15.00	3,990.00
2018 Syrah (Estate)	0	0	0	0	-12	324	312	13.62	4,250.29	18.00	5,616.00
2018 Syrah (Blend)	0	0	0	-2	24	564	586	5.18	3,035.48	18.00	10,548.00
2018 Torrontes (Old)	972	-1E	-5	-4	-6	0	940	4.42	4,151.10	14.00	13,160.00
2018 White Wine (Field Blend)	696	-64E	0	-24	-24	0	0	5.92	0.00	14.00	-
Total Number of Bottles	12,054	-5,38E	-281	-341	-160	2,604	8,490				
Cost Value Totals	\$ 55,763.24	\$ (2,795.9E)	\$ (1,031.37)	\$ (1,383.00)	\$ (618.64)	\$ 21,104.51	\$ 49,450.01		\$ 49,450.01		\$ 137,860.00

Allan Hancock College Viticulture & Enology Foundation
 Board Inventory Report
 First Class Pinot Noir
 As of December 31, 2019

		Bottled Wines									
Vintage/Varietal	FY20 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donations	Minus: YTD Tasting/Damaged	Plus/Minus: YTD Adjustments	Plus: YTD Inventory Additions	FY20 Ending Inventory (Bottles)	Cost per Bottle	FY20 Ending Inventory Cost Value	Retail Cost per Bottle	FY20 Ending Retail Cost Value
First Class Pinot Noir	0	-95	-163	-5	-1	600	336	\$ 16.67	\$ 5,601.12	\$ 30.00	\$ 10,080.00
Total number of Gallons											
Total Number of Bottles	0	-95	-163	-5	-1	600	336				
Cost Value Totals		\$ (1,583.65)	\$ (2,717.21)	\$ (83.35)	\$ (16.67)		\$ 5,599.12		\$ 5,599.12		\$ 10,080.00

**Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report
As of December 31, 2019**

Vintage/Varietal	Bulk Lot Codes	Beginning Inventory Bulk Gallons	Ending Inventory Bulk Gallons	Bulk Wines			
				FY20 Ending Inventory Cost Value	FY20 Ending Inventory Cost/Gallon	FY20 Ending Inventory Cost Value (Case Equivalent)	FY20 Ending Inventory Cost Value (Case Equivalent)
2016 Petit Verdot		8	-	-	-	-	-
2016 Bordeaux Mix		158	-	-	-	-	-
2017 Chardonnay		5	5	137.81	27.56	65.60	65.60
2017 Pinot Noir		10	5	275.11	55.02	130.95	130.95
2017 Pinot Noir Blanc de Noir (Sparkling)		206	206	5,336.37	25.90	61.65	61.65
2018 Blanc de Noir (Sparkling)		225	218	5,284.35	24.24	57.69	57.69
2018 Bordeaux (Blend)	B-PNAHC18BDN B-RBDON18RSCBD	59	-	-	-	-	-
2018 Cabernet Sauvignon (Lohr-PP)	B-CSDON18JLR	9	-	-	-	-	-
2018 Cabernet Sauvignon (RSQ)	B-CSDONRSQ	119	-	-	-	-	-
2018 Pinot Noir 637	B-PNAHC18667	285	226	5,588.47	24.24	57.69	57.69
2018 Pinot Noir 9 - Cordon Trunc	B-PNAHC1891COR	118	118	2,415.32	20.47	48.72	48.72
2018 Pinot Noir Rose CC (Central Coast)	B-RSMIX18CCO	55	-	-	-	-	-
2018 Merlot	B-MEDON18RSQ	50	-	-	-	-	-
2018 Red Wine (Felix Blend)	B-RBAHC18SBC	57	-	-	-	0.00	0.00
2018 Syrah (RSQ)	B-SYDON18RSQ	59	-	-	-	-	-
2018 Syrah (Donated RSQ)	B-SYAHHC18SBC	281	-	-	-	-	-
2018 Torrontes (AHC) (New)	B-TRAHC18NEW	118	-	-	-	-	-
2019 Albarino	B-ABAH19SBC	-	233	4,263.18	18.30	43.55	43.55
2019 Chardonnay (Oak)	B-CHAH19OAK	-	118	2,087.37	17.69	42.10	42.10
2019 Chardonnay (SEC)	B-CHAH19SBC	-	57	1,291.34	22.66	53.92	53.92
2019 Cabernet Sauvignon (3C)	B-CSAHC19SBC	-	15	265.34	17.69	42.10	42.10
2019 Cabernet Sauvignon (008 - Donated)	B-CSDON19008	-	118	2,087.37	17.69	42.10	42.10
2019 Cabernet Sauvignon (047 - Donated)	B-CSDON19047	-	59	1,043.68	17.69	42.10	42.10
2019 Cabernet Sauvignon (412 - Donated)	B-CSDON19412	-	59	1,043.68	17.69	42.10	42.10
2019 Cabernet Sauvignon (DCV - Donated)	B-CSDON19DCV	-	118	2,087.37	17.69	42.10	42.10
2019 Grenache Blanc (Haller Ranch-Donated)	B-GRDON19HAL	-	66	1,167.51	17.69	42.10	42.10
2019 Grenache Blanc (San Juan Vineyards-Donated)	B-GRDON19SJV	-	89	1,574.37	17.69	42.10	42.10
2019 Merlot (SBC - Donated)	B-MEDON19SBC	-	118	2,087.37	17.69	42.10	42.10
2019 Merlot (San Juan - Donated)	B-MEDON19SJV	-	59	1,043.68	17.69	42.10	42.10
2019 Malbec (Happy Canyon)	B-MILDON19HYC	-	177	3,131.05	17.69	42.10	42.10
2019 Blanc de Noir (Sparkling)	B-PNAHC19BDN	-	165	2,918.78	17.69	42.10	42.10
2019 Pinot Noir (SBC)	B-PNAHC19SBC	-	522	8,349.47	16.00	38.07	38.07
2019 Syrah AHC	B-SYAHHC19SBC	-	208	3,431.77	16.50	39.27	39.27
2019 Torrontes AHC (Dry)	B-TRAHC19DRY	-	103	3,414.08	33.15	78.89	78.89
2019 Torrontes AHC (Late Harvest)	B-TRAHC19LTH	-	65	1,326.72	20.41	48.58	48.58
2019 Zinfandel (Donated)	B-ZIDON19PRB	-	177	3,131.05	17.69	42.10	42.10
Total number of Gallons		1822	3,304	\$ 64,784.73	\$ 19.61	\$ 46.67	\$ 46.67
Cost Value Totals							



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Eric D. Smith, Treasurer	Date: March 25, 2020
Subject: Financial Report	Item Number: 4.F.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached are the income statement and balance sheet for the AHC Viticulture and Enology Foundation as of December 31, 2019.

AHC Viticulture & Enology Foundation
Statement of Financial Position
For The Period Ending 12/31/2019

Assets

Claim on Cash	107,447
Cash on Hand	100
Accounts Receivable	2,625
OS Accounts Receivable	142
Inventory-Bulk Wine	64,785
Inventory-Bottled Wine	55,049
Total Assets:	<u>230,147</u>

Liabilities

Accounts Payable	726
Sales Tax Payable	1,384
Total Liabilities:	<u>2,109</u>

Fund Balance

Fund Balance, July 1	188,547
Current Income (Loss)	39,491
Total Fund Balance:	<u>228,038</u>
Total Liabilities and Fund Balance:	<u>230,147</u>

AHC Viticulture & Enology Foundation
Statement of Operations
For The Period Ending 12/31/2019

Revenue

Contributions, Gifts, Grants & Endwmnts	51,487
Non Cash Contribution	17,142
Intrafund Transfer-In	26,576
Net Revenue	95,205

Wine Operations

Sales and Commission	77,107
Sales Discounts	(43,272)
Sales Returns & Allow	(168)
Net Sales	33,667
Cost of Goods Sold	(31,051)
Gross Profit	2,616
Total Revenues	97,820

Expenditures

Professional Expert/Non Instr	5,115
Office/Operational Supplies	22,918
In Kind Supply Expense	12,746
Inventory Allocation Expense	(54,398)
Non Instr Printing	1,871
Graduation Supplies	87
Food - Business Meetings/Events	3,928
Entertainment/Special Events	3,417
Indep Contractor (Individuals)	1,150
Service Contracts (Businesses)	21,045
Travel - All Travel Costs	1,627
Non-Tech Licenses, Permits, Fees	220
Insurance	130
In Kind Facility Rental	5,000
Facility Leases	100
Land Lease	400
Equipment Rental	111
Sales Tax Expense	387
Postage/Express Services	153
Advertising	151
In-Kind Advertising	364
Merchant Fees	713
Gain/Loss-Disposal of Assets	3,310
Cash Over and Short	7
Intrafund Transfers-Out	26,576
Scholarships	1,200
Total Expenditures	58,329
Net Income (Loss)	39,491

Fund Balance

Fund Balance, July 1	188,547
Current Balance	<u>\$228,038</u>