

# *Allan Hancock College*

## *Viticulture & Enology Foundation*



### AGENDA

Board of Directors

Quarterly Meeting

September 19, 2018

3:30 PM

Captain's Room  
Building B  
Room 102



## Allan Hancock College Viticulture & Enology Foundation



### AGENDA

Board of Directors

Quarterly Meeting

Wednesday, September 19, 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 June 13, 2018 Meeting Minutes	3	
<p>A recommendation that the board approve the minutes from the June 13, 2018 meeting.</p>		
3.B. Signage for AHC Vineyard/Winery	6	
<p>A recommendation that the board approve funding to improve signage for the winery and consider a dedicated AHC Winery logo.</p>		
3.C. Sparkling Wine Label	7	
<p>A recommendation that the board select a label for the 2018-19 production of sparkling wine.</p>		
3.D. Rental of Winery Space for Private Events	15	
<p>A recommendation that the board authorize staff to develop a proposal for the rental of the winery for private events.</p>		

	<u>Page</u>	<u>Est. Time</u>
3.E. Wine Sales by the Glass	16	
A recommendation that the board approve \$5.00 wine-by-the-glass sales consistent with all existing regulations and practices related to wine sales.		
3.F. Acceptance of Donations	17	
A recommendation that the board accept the donations received.		
4. Information Items		4:00 PM
4.A. Winery Division of Labor	18	
An update on the winery's division of labor.		
4.B. Wine Sales Update	19	
An update on wine sales.		
4.C. Financial Report	20	
A report on year-to-date financial data ending June 30, 2018.		
4.D. Winery Inventory Report	23	
A report on inventory as of June 30, 2018.		
4.E. Winery Courtyard	25	
An update on the status of the winery courtyard.		
4.F. Recent or Upcoming Events	26	
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 December 12, 2018.

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

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**ALLAN HANCOCK COMMUNITY COLLEGE**  
**Viticulture & Enology Foundation**

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**Minutes**  
**Board of Directors**  
**Quarterly Meeting**  
**Wednesday, June 13, 2018**  
**3:30 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 3:40 p.m. with the following directors present: Kevin Walthers, Michael Black, Richard Mahon, and Alfredo Koch.

Absent: Larry Lahr

Guests present: Keli Seyfert, David Corey

Note taker: Aimee Camacho

2. Public Comment

No public comment was made.

3. Action Items

3.A. Approval of March 28, 2018 Meeting Minutes

On a motion by Dr. Mahon seconded by Alfredo Koch, the board approved the minutes from the December 13, 2017 board meeting as submitted.

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

3.B. Determination of Date, Time, and Place of Board Meetings

Due to spring break, Dr. Mahon requested that the meeting scheduled for March 20, 2019 take place on March 27, 2019.

On a motion by Dr. Mahon seconded by Alfredo Koch, the board approved the determination of date, time, and place of board meeting with one amendment.

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

3.C. Winery Supervisor Signature Authority

A log outlining those who have authority to sign on behalf of the winery is kept on file and stored at the winery; additionally, the list is recorded in the minutes.

On a motion by Dr. Mahon seconded by Mr. Black, the board approved the Winery Operations Manager, David Corey, to be authorized to make withdrawals from inventory and that Michael Black and George Railey be removed.

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

### 3.D. Revise Wine Pricing

David Corey discussed the wine prices and suggested revising them to reflect whole numbers. This will assist with generating more sales.

A 20 percent discount will be given to the following: students, staff, faculty, wine club members, events, holidays, and tastings. A 30 percent discount will be applied if six or more bottles are purchased.

Restaurants will receive a 33 percent discount for purchase of one case and a 45 percent discount for two or more cases.

Distributors FOB will receive a 50 percent discount for the purchase of one case.

Retailers will receive a 33 percent discount with a purchase of two or more cases and a 45 percent discount with a purchase of four or more cases.

Consumers will be given the option to mix and match when purchasing cases of wine. If a consumer purchases a bulk quantity of wine, the sale price will be discussed with Dr. Walthers.

The additional suggested discounts were removed. The revised prices will be effective July 1, 2018.

On a motion by Dr. Mahon seconded by Mr. Black, the board approved the revised wine pricing, including wholesale and retail fees, wine club fees, and pricing for college students and staff as reflected on the excel document projected at the meeting.

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

### 3.E. Labeling Plan

The board reviewed the labels created by Nancy Jo-Ward. The labels presented were chosen by her students. Alfredo Koch presented label ideas for the red wine blend. Labels for the sparkling wine should be elegant. Dr. Walthers asked that sample labels for the sparkling wine be presented at the next meeting.

Keli Seyfert mentioned that students who assist with artwork should be given credit on the label. If the labels focus on student artwork, consumers may buy more to support the arts and students.

On a motion by Dr. Mahon seconded by Alfredo Koch, the board approved the new label for the 2017 red wine blend as presented in the board book, design criteria for 2016 sparkling wine, and the repeated use of the 2016 vintage labels.

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

### 3.F. Acceptance of Donations

On a motion by Alfredo Koch seconded by Dr. Mahon, the board approved the donations received.

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

## 4. Information Items

### 4.A. Financial Report

Keli Seyfert discussed the balance and income statements. Commendation was given to David Corey for assisting with improving the winery sales since his start date at the district.

4.B. Winery Inventory

Mr. Black briefly explained the process of the cost accounting methodology that the district uses for the winery. No other community college uses this methodology.

4.C. Winery Marketing Plan

The discount is now 20 percent and 30 percent if six or more bottles are purchased.

There was a discussion about providing more signage for the winery so the community is aware of the hours of operations. The winery is typically open on Fridays from 2:00 – 6:00 p.m.

4.D. Harvesting, Production, and Bottling Schedule for Fiscal Year 2018-19

The board reviewed the schedule. No comments were made.

4.E. Plan for Enhancing the Winery Production and Retail Area

The board discussed different locations to relocate the storage container. Funds to remove the container will be paid out of the foundation budget. Dr. Walthers would like to see the yard cleaned up. Dr. Mahon confirmed that he'd work with facilities to complete the clean up by the next meeting.

It was suggested to work with the culinary department or local food truck vendors to provide food when the winery is open for tastings. The following will be discussed at the next meeting: extending hours and adding more seating and lighting.

4.F. Recent or Upcoming Events

The board reviewed the schedule of events. No comments were made.

5. New Business/Oral reports

David Corey discussed the feedback he received from the Mac and Cheese Festival. He suggested signage at the AHC vineyard that says visit the, 'AHC Vineyard and Winery.'

Dr. Walthers asked that the campus winery events not compete with other college events.

It was suggested to review the wine sales and the winery activities and then consider opening the winery Thursday evenings instead of Fridays.

6. Adjournment

The next regular meeting of the board of directors will be held on September 19, 2018 at 3:30 p.m.

Richard Mahon  
Foundation Secretary



## *AHC Viticulture & Enology Foundation*



To: Board of Directors	<b>ACTION ITEM</b>
From: Alfredo Koch, Ph.D., Board Member	Date: September 19, 2018
Subject: Signage for AHC Vineyard/Winery	Item Number: 3.B.
	Enclosure(s): Page 1 of 1

### BACKGROUND

Dave Corey was hired in late April 2018 and directed to resume and increase the college's wine sales. As requested by Alfredo Koch, Mr. Corey has been working with campus graphics staff to find ways to increase visibility of the winery's location and branding of the wines through a dedicated logo.

Staff would like to invest in additional signage to make it easier for employees and members of the Santa Maria community to locate the winery. Staff would also like guidance from the board on the prudence of developing a dedicated winery logo that will make the college's wine brand immediately recognizable.

Discussion of the signage will be supported by staff from campus graphics.

### FISCAL IMPACT

Dependent on board action.

### RECOMMENDATION

Staff recommends that the board approve funding to improve signage for the winery and consider a dedicated AHC Winery logo.



## *AHC Viticulture & Enology Foundation*



To: Board of Directors	<b>ACTION ITEM</b>
From: Alfredo Koch, Ph.D., Board Member	Date: September 19, 2018
Subject: Sparkling Wine Labels	Item Number: 3.C.
	Enclosure(s): Page 1 of 8

### BACKGROUND

The AHC winery had its first foray into the development of a sparkling wine in the 2017-18 academic year; virtually all of the production went to support the October 2017 Foundation Gala event, and the label design was tailored to that event. As the winery continues to produce a sparkling wine, staff asks the board to select possible labels for the sparkling wine. The following graphics provide a context for the board's decision for labels for the new sparkling wine.

### FISCAL IMPACT

None

### RECOMMENDATION

Staff recommends that the board select a label for the 2018-19 production of sparkling wine.





## *Captain Allan Hancock*

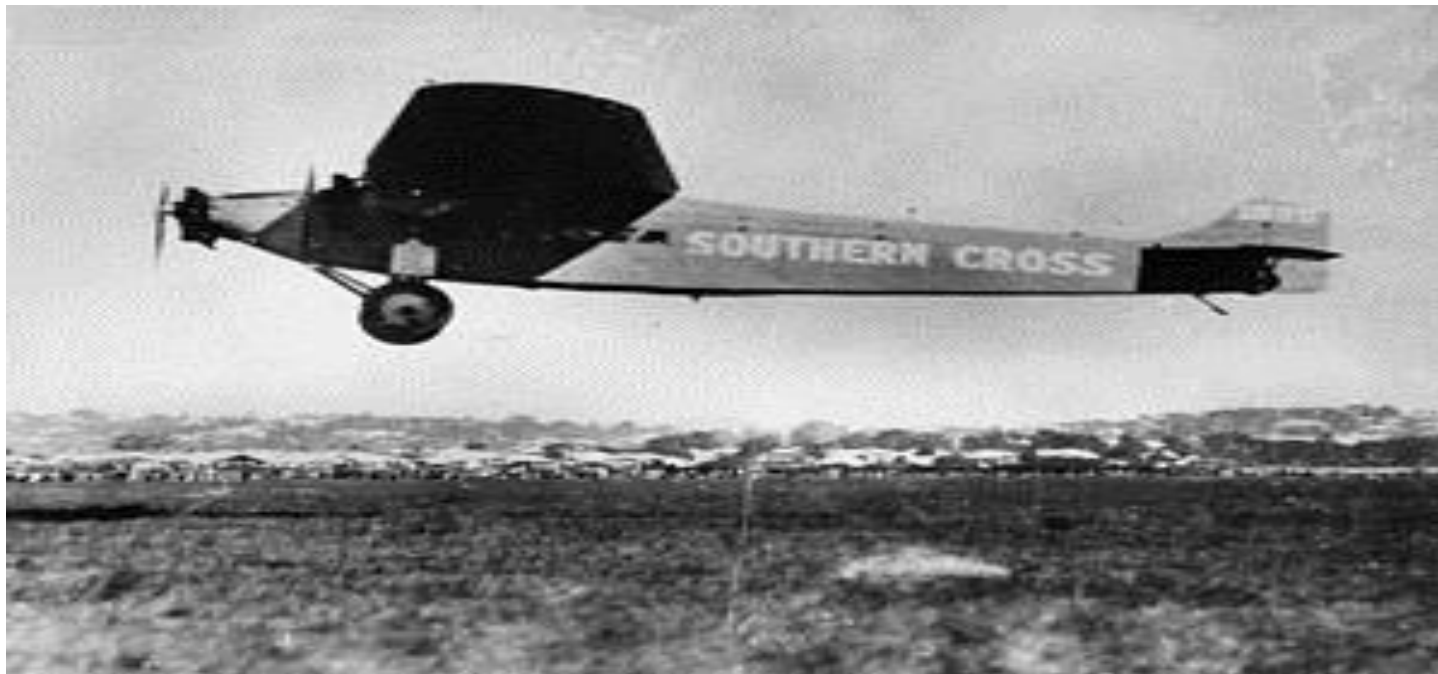
### **Captain G. Allan Hancock, more than a Pilot.**

- Involved in Agriculture, Philanthropists, Engineer, Banker, Developer among other ventures.
- Hancock College of Aeronautics founded by Capt. Hancock, where thousands of pilots trained for service during World War II, became the future site of Allan Hancock College.
- Allan Hancock had an experimental crop irrigation program on a 400-acre farm, raising corn and alfalfa as feed for cattle.



The name "EXPLORER", reflects the history of Allan Hancock College, the Aeronautical History of the Santa Maria Valley and the Captain Hancock himself.

"Southern Cross", plane flown by Cpt. Hancock in Trans-Pacific flight, Oakland, Ca to Australia (stops in Hawai'i and Fiji), then to Santa Maria, Ca



# EXPLORER

*BLANC de NOIRS*  
2018

ALLAN HANCOCK COLLEGE WINERY  
SANTA BARBARA CO.



ALLAN  
HANCOCK  
COLLEGE

*Winery &  
Vineyard*

**BLANC  
DE  
NOIRS**

'14

Allan Hancock College Vineyard  
Santa Barbara County

**ALC. 13.3% BY VOL.**



ALLAN  
HANCOCK  
COLLEGE

*Winery &  
Vineyard*

**BLANC  
DE  
NOIRS**

'14

Allan Hancock College Vineyard  
Santa Barbara County

**ALC. 13.3% BY VOL.**

A limited edition vintage that honors the dreams that first took flight at the Hancock College of Aeronautics from 1929 to 1944.

Today, Allan Hancock College students are still soaring — turning their boundless education and career aspirations into reality.

The Allan Hancock College Foundation is proud to offer this special sparkling wine, created exclusively at our campus winery, in honor of all who dare to dream.



Produced and bottled by Allan Hancock College  
Viticulture and Enology Foundation  
Santa Maria, California 93454.  
[www.hancockcollege.edu](http://www.hancockcollege.edu)

CONTAINS SULFITES

750<sub>ML</sub>

**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.

ALLAN  
HANCOCK  
COLLEGE

Winery  
&  
Vineyard

# HANCOCK AVIATOR



BLANC DE NOIRS 2016

ALLAN HANCOCK COLLEGE VINEYARD  
SANTA BARBARA COUNTY

**ALC. 13.0% BY VOL.**



A limited edition vintage that honors the dreams that first took flight at the Hancock College of Aeronautics from 1929 to 1944.

Today, Allan Hancock College students are still soaring — turning their boundless education and career aspirations into reality.

The Allan Hancock College Foundation is proud to offer this special sparkling wine, created exclusively at our campus winery, in honor of all who dare to dream.



Produced and bottled by Allan Hancock College  
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CONTAINS SULFITES

750<sub>ML</sub>

**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.



## *AHC Viticulture & Enology Foundation*



To: Board of Directors	<b>ACTION ITEM</b>
From: Richard Mahon, Dean Academic Affairs	Date: September 19, 2018
Subject: Rental of the Winery for Private Events	Item Number: 3.D.
	Enclosure(s): Page 1 of 1

### BACKGROUND

Retired Vice President Felix Hernandez worked to develop a rental fee structure to support access to public and private agencies who wished to use district facilities. Staff believe there may be some demand from public and private partners to rent the winery courtyard for private events and believes a board-approved fee structure would be necessary before this could take place. It is understood that the winery coordinator or other appropriate staff member would need to be present during these events to assure the safety of the college's investment in the facilities and equipment and that fees would help offset that cost.

Making the space available also has the potential to make community members more aware of the college's winery program and thereby increase sales.

Staff will provide more information on the college's existing use of Facillitron and its application to the winery.

### FISCAL IMPACT

Dependent on board action and level of community interest should the board allow rental of the winery space.

### RECOMMENDATION

Staff recommends that the board authorize staff to develop a proposal for the rental of the winery for private events.





## *AHC Viticulture & Enology Foundation*



To: Board of Directors	<b>ACTION ITEM</b>
From: Richard Mahon, Dean Academic Affairs	Date: September 19, 2018
Subject: Wine Sales by the Glass	Item Number: 3.E.
	Enclosure(s): Page 1 of 1

### BACKGROUND

Staff have made sales by the glass intermittently since the June board meeting. Staff has become aware that there is no board-approved fee structure for sales by the glass and is concerned about liability arising from individuals who may consume excessive alcohol at the college winery.

Staff have reviewed alcohol beverage control regulations and there is no regulatory impediment to selling by the glass under the college's license.

Mindful of the liability, staff have already been limiting purchases of wine by the glass to a single glass.

### FISCAL IMPACT

Very limited and dependent on the relative vigor of by the glass sales.

### RECOMMENDATION

Staff recommends that the board approve \$5.00 wine by the-glass sales consistent with all existing regulations and practices related to wine sales.



## *AHC Viticulture & Enology Foundation*



To: Board of Directors	<b>ACTION ITEM</b>
From: Kevin Walthers, President	Date: September 19, 2018
Subject: Acceptance of Donations	Item Number: 3.F.
	Enclosure(s): Page 1 of 1

### BACKGROUND

Farm Supply Company donated 30 half coup deep sockets. This equipment will assist with the irrigation system used in the vineyard.

Amcor Flexibles donated 1,350 black plain tops bottle caps with Saranex Liners. This donation will benefit students learning how to cap wine bottles.

### FISCAL IMPACT

None

### RECOMMENDATION

Staff recommends that the board accept the donations received.



## AHC Viticulture & Enology Foundation



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Richard Mahon, Dean Academic Affairs	Date: September 19, 2018
Subject: Winery Division of Labor	Item Number: 4.A.
	Enclosure(s): Page 1 of 1

### BACKGROUND

With the hiring of Dave Corey as winery supervisor in April 2018, the college now has two full-time staff members devoted to the college's Viticulture & Enology Program. Alfredo Koch continues as the sole full-time faculty member and coordinator of the program with a focus on the academic programs of the college.

Mr. Corey provides a staff member with responsibilities to (1) support faculty and the educational program of the college, (2) model effective marketing and sales methods so that students learn how to sell wine as well as make it, and (3) to market and sell the college's wine so as to establish a funding stream that can help support the ongoing academic program.

The board will be provided with more information on how this division of labor is developing in the first semester of this new staffing arrangement.



*AHC Viticulture & Enology Foundation*



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Richard Mahon, Dean Academic Affairs	Date: September 19, 2018
Subject: Wine Sales Update	Item Number: 4.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

Wine sales were intermittent in the 2017-18 academic year, as the winery supervisor position was vacant until late April 2018. The board will be provided an update on sales since the end of the spring semester and sales projections for the fall of 2018.



*AHC Viticulture & Enology Foundation*



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Kevin Walthers, President	Date: September 19, 2018
Subject: Financial Report	Item Number: 4.C.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached are the income statement and balance sheets for the AHC Viticulture and Enology Foundation as of June 30, 2018.

AHC Viticulture & Enology Foundation  
Balance Sheet  
June 30, 2018

**Assets**

Rabobank Checking	64,809
Cash - On Hand	100
Accounts Receivable	142
Inventory-Bulk Wine	31,261
Inventory-Bottled Wine	35,760
Deferred Crop Costs	16,583
<b>Total Assets:</b>	<b>148,655</b>

**Liabilities**

Accounts Payable	4,398
Sales Tax Payable	868
Due to Other Funds	40
<b>Total Liabilities:</b>	<b>5,306</b>

**Fund Balance**

Fund Balance, July 1	131,051
Current Income (Loss)	12,298
<b>Total Fund Balance:</b>	<b>143,350</b>
Total Liabilities and Fund Balance:	<b>148,655</b>

AHC Viticulture & Enology Foundation  
Income Statement  
June 30, 2018

### Revenue

Contributed Gifts/Grants/Endw	31
Non-Cash Contributions	14,234
Other Local Revenue	0
<b>Net Revenue</b>	<b>14,265</b>

### Wine Operations

Sales & Commissions	29,943
Less: Returns & Allowances	-200
Less: Sales Discounts	-5,182
<b>Net Sales</b>	<b>24,561</b>
Less: Cost of Goods Sold	-11,811
<b>Gross Profit</b>	<b>12,751</b>

**Total Revenues** 27,016

### Expenditures

Bank Service Charges	23
Cash Over and Short	47
Equipment	1,779
Facility Leases	100
Food Supplies	1,009
Freight	134
In-Kind Supply Expense	8,326
Indep Contractor (Individuals)	2,650
Insurance	100
Inventory Allocation Expense	-28,057
Land Lease	400
Merchant Fees	396
Non-Tech Licenses,Permits,Fees	1,875
Office/Operational Supplies	8,600
On-Site-Business/Training Exp	105
Postage/Express Services	169
Printing	5,656
Sales Tax Expense	632
Scholarships	2,500
Service Contracts (Businesses)	7,447
Technology Hosting Services	426
Technology Services	400
<b>Total Expenditures</b>	<b>14,718</b>
<b>Net Income(Loss)</b>	<b>12,298</b>

### Fund Balance

Fund Balance, July 1	131,051
<b>Current Balance</b>	<b>\$143,350</b>



*AHC Viticulture & Enology Foundation*



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Kevin Walthers, President	Date: September 19, 2018
Subject: Winery Inventory Report	Item Number: 4.D.
	Enclosure(s): Page 1 of 2

BACKGROUND

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



Allian Hancock College Viticulture & Enology Foundation  
 Board Inventory Report  
 As of June 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	-79	-95	-6	20	0	0	347	\$ 1.53	\$ 530.92	\$ 6.94	\$ 2,408.18	-	\$ -	-	\$ -
2014 Blanc de Noir (Sparkling Wine)	402	-396	0	-1	-5	0	0	0	6.87	0.00	40.00	-	-	\$ -	-	\$ -
2014 Pinot Noir AHC (Estate SBC)	1072	-406	-106	-20	132	0	0	672	3.38	2,271.37	16.67	11,202.24	-	-	-	-
2014 Pinot Noir Magnum	6	-6	0	0	0	0	0	0	7.50	0.00	33.33	-	-	-	-	-
2014 Red Wine Paso Robles(Bordeaux)	135	-56	-11	-4	-8	0	0	56	3.00	168.01	14.81	829.36	-	-	-	-
2014 Syrah SBC	396	-189	-80	-16	-5	0	0	106	3.38	358.27	16.67	1,767.02	-	-	-	-
2015 Albarino	93	-32	-2	-1	0	0	0	58	1.81	104.98	14.81	858.98	-	-	-	-
2015 Chardonnay	60	-51	-8	-1	0	0	0	0	2.08	0.00	13.89	-	-	-	-	-
2015 Pinot Noir	423	-150	-65	-16	49	0	0	241	1.76	423.36	13.89	3,347.49	-	-	-	-
2015 Pinot Noir Rose	1,924	-36	-68	-10	-65	0	0	1,645	1.76	2,896.85	16.67	27,422.15	-	-	-	-
2015 Pinot Noir Rose	581	-52	-14	-13	19	0	0	521	2.93	1,526.54	13.89	7,236.69	-	-	-	-
2015 Syrah	359	-37	-15	-7	-13	0	0	287	1.78	511.82	16.67	4,784.29	-	-	-	-
2015 Torrontes	525	-12	-4	-3	-16	0	0	490	2.29	1,121.29	13.89	6,806.10	-	-	-	-
2016 Albarino	0	-108	-21	-8	0	0	0	120	4.50	539.88	14.81	1,777.20	-	-	-	-
2016 Cabernet Sauvignon #1	0	-44	-2	-6	11	0	0	331	4.26	1,410.56	14.81	4,902.11	-	-	-	-
2016 Cabernet Sauvignon #2	0	0	0	-9	0	0	0	99	4.32	427.23	14.81	1,466.19	38	494.81	13.02	30.99
2016 Cabernet Sauvignon #3	0	0	0	0	0	0	0	0	0	0	0	0	12	781.28	65.11	154.95
2016 Chardonnay	0	-12	-56	-9	-60	834	-30	667	4.44	2,962.51	13.89	9,264.63	-	-	-	-
2016 Malbec	0	-204	-21	-10	7	612	0	384	4.25	1,633.15	13.89	5,333.76	34	427.72	12.58	29.94
2016 Pinot Noir	0	-80	-49	-7	-58	2,340	-36	2,110	4.35	9,168.63	16.67	35,173.70	-	-	-	-
2016 Pinot Noir Rose	0	-50	-68	-17	-43	984	-24	782	4.83	3,773.52	13.89	10,861.98	-	-	-	-
2016 Syrah	0	-40	-37	-8	26	1,056	0	997	4.62	4,608.47	16.67	16,619.99	-	-	-	-
2016 Torrontes	0	-30	-21	-9	9	367	0	316	4.19	1,323.16	13.89	4,389.24	-	-	-	-
2016 Petit Verdot	0	0	0	0	0	0	0	0	0	0	0	0	85	1,562.56	18.38	43.75
2016 Pinot Noir Blanc de Noir (Sparkling)	0	0	0	0	0	0	0	0	0	0	0	0	121	1,814.15	14.99	35.68
2017 Albarino	0	0	0	0	0	0	0	0	0	0	0	0	131	3,015.75	23.02	54.79
2017 Cabernet Sauvignon (J. Lohr)	0	0	0	0	0	0	0	0	0	0	0	0	123	2,687.95	21.85	52.01
2017 Cabernet Sauvignon (Rancho Sisquoc)	0	0	0	0	0	0	0	0	0	0	0	0	80	1,901.23	23.77	56.56
2017 Chardonnay	0	0	0	0	0	0	0	0	0	0	0	0	64	1,660.85	25.95	61.76
2017 Pinot Noir	0	0	0	0	0	0	0	0	0	0	0	0	184	4,195.83	22.80	54.27
2017 Pinot Noir Rose	0	0	0	0	0	0	0	0	0	0	0	0	142	3,103.16	21.85	52.01
2017 Pinot Noir Blanc de Noir (Sparkling)	0	0	0	0	0	0	0	0	0	0	0	0	206	5,004.40	24.29	57.82
2017 Syrah	0	0	0	0	0	0	0	0	0	0	0	0	85	1,879.38	22.11	52.62
2017 Torrontes	0	0	0	0	0	0	0	0	0	0	0	0	145	2,731.66	18.84	44.84
<b>Total Number of Bottles</b>	<b>6,383</b>	<b>-2,070</b>	<b>-743</b>	<b>-181</b>	<b>0</b>	<b>6,930</b>	<b>-90</b>	<b>10,229</b>					<b>1,450</b>	<b>\$ 31,260.73</b>	<b>21.56</b>	<b>\$ 51.31</b>
<b>Cost Value Totals</b>	<b>\$ 16,722.36</b>	<b>\$ (8,295.78)</b>	<b>\$ (2,379.18)</b>	<b>\$ (626.79)</b>	<b>\$ (103.50)</b>	<b>\$ 30,848.84</b>	<b>\$ (405.49)</b>	<b>\$ 35,750.48</b>		<b>\$ 35,760.48</b>		<b>\$ 156,451.30</b>		<b>\$ 31,260.73</b>		<b>\$ 51.31</b>



## AHC Viticulture & Enology Foundation



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Richard Mahon, Dean Academic Affairs	Date: September 19, 2018
Subject: Winery Courtyard	Item Number: 4.E.
	Enclosure(s): Page 1 of 1

### BACKGROUND

The winery has limited seating for the college community and public during wine tasting and wine sales. The winery courtyard currently has two picnic tables and a few umbrellas.

Staff are collaborating with facilities staff about potential additional low-cost improvements to the winery courtyard. Those discussions are just beginning, the drawings will be presented and the board will be asked to provide guidance in the planning process.





## AHC Viticulture & Enology Foundation



To: Board of Directors	<b>INFORMATION ITEM</b>
From: Alfredo Koch, Ph. D., Board Member	Date: September 19, 2018
Subject: Recent or Upcoming Events	Item Number: 4.F.
	Enclosure(s): Page 1 of 2

### BACKGROUND

The faculty coordinator and/or winery supervisor will produce or attend several events throughout the school year.

2018	July	
	August	
		Gala Dinner to benefit the V&E Foundation - Presquile
		Central Coast Wine Classic
	September	
Saturday	1	Boys and Girls Festival
	TBD	Open House Harvest
	October	
Friday	5	Wine Club Pouring Vandenberg
Friday	12	Makerspace event
Sunday	14	Santa Ynez with the AHC Foundation
	18 or 19	Vandenberg
Saturday	27	Hancock Wine Festival ( <i>still under consideration</i> )
	November	
Tuesday	6	Minerva Club
Tuesday	20	Thanksgiving Opening
	December	
Tuesday	4	Invite to the Industry
Th & Fri	6 & 7	Christmas event
Mon	17	Holly Nolan-Chavez Reception Ag Ed Consortium
2019	January	
Monday-Tuesday	27-28	Unified Symposium (Sacramento)
	February	
Friday	8	Open House AHC - prior to Valentine's Day
	March	
Friday	8	Wine Club Release Party -Winter
	April	

Saturday	20	Santa Barbara Vintners Association Festival
	May	
	TBD	Santa Barbara Wine Zoo Roar and Pour
	TBD	Orange County Wine Competition