



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

Wednesday, March 5, 2025

3:30 PM – 4:30 PM

Captain's Room

AGENDA

	<u>Page</u>	<u>Est. Time</u>
1. Call to Order		3:30 PM
2. Public Comment		
<p>This section of the agenda is intended for members of the public to address the board on items involving the foundation. Public comment not pertaining to specific agenda items is welcome under public comment. <i>Please note that Board members are prohibited by the Brown Act from responding to comments made regarding topics not on the official agenda.</i> Public comment on an agenda item or another topic must be submitted in advance, no later than one hour before the start of the meeting, on March 5, 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 December 11, 2024 Meeting Minutes	3	
<p>A recommendation that the board approve the minutes from the December 11, 2024 meeting.</p>		
3.B. Acceptance of Donations	5	
<p>A recommendation that the board approve the received donations.</p>		
3.C. Santa Barbara Vintners 1% Assessment Fee – Payment Responsibility	6	
<p>A recommendation that the board discuss the financial implications of both options and determine whether the V&E Foundation will cover the fee internally or adjust pricing to reflect the new assessment.</p>		

	<u>Page</u>	<u>Est. Time</u>
4. Information Items		3:45 PM
4.A. Bulk Wine Update	7	
An update on the bulk wine production will be presented.		
4.B. AHC Wine Festival Update	8	
An update on the AHC Wine Festival will be provided.		
4.C. Winery Board Inventory Report	9	
A report on year-to-date financial data ending December 31, 2024.		
4.D. Financial Report	12	
A report on year-to-date financial data ending December 31, 2024.		
5. New Business/Oral Reports		4:20 PM
6. Adjournment		4:30 PM
The annual meeting of the board of directors will be held on June 4, 2025.		

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

Minutes

Board of Directors

Quarterly Meeting

Wednesday, December 11, 2024

2:00 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 2:00 p.m. with the following directors present: Abel, Curran, Walthers

Absent: Koch, Levy

Staff Members Present: Kelsie Norris, Keli Seyfert

Note taker: Espie Valenzuela

2. Public Comment

No public comment was made.

3. Action Items

3.A. Approval of October 2, 2024 Meeting Minutes

On a motion by Dennis Curran, seconded by Sean Abel, the board of directors voted to approve the minutes from the October 2, 2024 meeting. (Ayes: Abel, Curran, Walthers; Noes: None; Absent: Koch, Levy)

3.B. Acceptance of Donations

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

4. Information Items

4.A. Bulk Wine Update

K. Norris provided an update on current bulk wine in the winery and the short-term plan for the wines.

4.B. 2024 Final Harvest Report

K. Norris presented the breakdown of tonnage and gallonage received for the 2024 harvest.

4.C. Audit Report for the AHC Viticulture & Enology Foundation, FY 2024

K. Seyfert presented the final audit report for the AHC V&E Foundation, FY 2024. No findings.

4.D. Winery Board Inventory Report

K. Seyfert and K.Norris presented the wine inventory report on year-to-date financial data ending October 31, 2024.

4.E. Financial Report

K. Seyfert presented the financial statements detailing the year-to-date financial data ending October 31, 2024.

5. New Business/Oral Reports

K.Norris stated annual bottling date is May 1, 2025.

6. Adjournment

Dr. Walthers adjourned the meeting at 2:15 p.m. The next board of directors meeting is scheduled to be held on March 5, 2025, at 3:30 p.m.



To: Board of Directors	ACTION ITEM
From: Dennis Curran, Treasurer	Date: March 5, 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
01/28/25	Joseph Montecalvo	Lab equipment and supplies i.e., parafilm, spatulas, stainless autoclave containers, funnels (all pyrex), wooden test tube rack and test tubes, volumetric flasks (with ground glass stoppers), beakers, Nalgene reagent storage bottles, Fisher and VWR 120-200 degrees f/c thermometers in cases, and educational books.	\$945.00
Grand Total			\$945.00

FISCAL IMPACT

None

RECOMMENDATION

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



To: Board of Directors	ACTION ITEM
From: Dennis Curran, Treasurer	Date: March 5, 2025
Subject: Santa Barbara Vintners 1% Assessment Fee – Payment Responsibility	Item Number: 3.C.
	Enclosure(s): Page 1 of 1

BACKGROUND

The Santa Barbara Vintners has successfully implemented a 1% taxable assessment fee on all retail wine sales in California, effective April 1, 2025. This fee applies to all qualifying sales, including those processed by the V&E Foundation. Given this change, the board must determine whether the V&E Foundation will absorb the 1% fee or pass the cost on to consumers through a price adjustment.

FISCAL IMPACT

If the decision is to have the consumer pay the fee there is no fiscal impact to the foundation. If the board decides that the foundation will pay the fee, staff estimates the fiscal impact will be \$250-\$300 dollars annually.

RECOMMENDATION

Staff recommends that the board of directors discuss the financial implications of both options and determine whether the V&E Foundation will cover the fee internally or adjust pricing to reflect the new assessment.



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 5, 2025
Subject: Bulk Wine Update	Item Number: 4.A.
	Enclosure(s): Page 1 of 1

BACKGROUND

We currently have about 1,900 gallons of bulk wine at the winery. The breakdown of the gallonage is in the chart below. Approximately 570 cases of wine will be bottled during our annual bottling on May 1, 2025.

Allan Hancock College Bulk Wine		Gross Gal	Gal after Loss	Potential Cases	Notes
Vintage	Varietal				
2023	Pinot Saignée	11	10.5	0	Use for topping barrels
2023	Pinot Noir	177	168.2	70.7	Bottling in May 1, 2025
2023	Syrah	260	247.0	103.9	Bottling in May 1, 2025
2023	Malbec	177.0	168.2	70.7	Bottling in May 1, 2025
2023	Cabernet Sauvignon	59	56.1	23.6	Bottling in May 1, 2025
2023	Alicante	5	4.8	0.0	To be use for blending
2024	Albariño	53	50.2	21.1	Bottling in May 1, 2025
2024	Cabernet Sauvignon-TTT	59	56.1	23.6	Continue to age until 2026
2024	Chardonnay	114	108.3	45.6	Bottling in May 1, 2025
2024	Malbec - TTT	124	117.8	49.5	Continue to age until 2026
2024	Pinot Noir	450	427.5	179.8	Bottling in May 1, 2025
2024	Rose of Pinot Noir	81	77.0	32.4	Bottling in May 1, 2025
2024	Red Blend	59	56.1	23.6	Continue to age until 2026
2024	Sparkling Wine - Pinot Noir	65	61.8	26.0	Start Secondary Fermentation May 2025
2024	Syrah	148	140.6	59.1	Continue to age until 2026
2024	Syrah Saignée	15	14.3	0.0	Use for blending & topping
2024	Torrontés	61	58.0	24.4	Bottling in May 1, 2025
2024	Touriga	30	28.5	0.0	Use for blending & topping
	TOTALS	1947.8	1850.4	753.9	



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 5, 2025
Subject: AHC Wine Festival Update	Item Number: 4.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

An update on the 3rd Annual West Coast College & University Wine Festival will be presented.



To: Board of Directors	INFORMATION ITEM
From: Dennis Curran, Treasurer	Date: March 5, 2025
Subject: Winery Board Inventory Report	Item Number: 4.C.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached are the winery board inventory reports for the AHC Viticulture and Enology Foundation as of December 31, 2024.

**Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report - Bulk Wines
December 31, 2024**

Vintage/Varietal	FY25 Beginning Inventory Bulk Gallons	Plus: YTD Harvest Bulk Gallons	Plus/Minus: YTD Destroyed/ *Losses Bulk Gallons	Minus: YTD Bottling Bulk Gallons	FY25 Ending Inventory Bulk Gallons	FY25 Ending Inventory Cost Value	FY25 Ending Inventory Cost/Gallon	FY25 Ending Inventory Cost Value (Case Equivalent)
2022 Pinot Rose	15.00	0.00	(15.00)	0.00	0.00	-	-	-
2022 Syrah Rose	10.50	0.00	(10.50)	0.00	0.00	-	-	-
2023 Alacante Bouschet	5.00	0.00	0.00	0.00	5.00	95.61	19.12	45.51
2023 Cabernet Sauvignon	59.00	0.00	0.00	0.00	59.00	1,261.81	21.39	50.90
2023 Malbec (A)	59.00	0.00	0.00	0.00	59.00	1,263.47	21.41	50.97
2023 Malbec (B)	118.00	0.00	0.00	0.00	118.00	2,443.20	20.71	49.28
2023 Pinot Blend	59.00	0.00	0.00	0.00	59.00	1,228.04	20.81	49.54
2023 Pinot Noir (Clone 667)A	59.00	0.00	0.00	0.00	59.00	1,119.49	18.97	45.16
2023 Pinot Noir (Clone 667)B	66.00	0.00	(66.00)	0.00	0.00	-	-	-
2023 Pinot Noir (Clone 667)C	59.00	0.00	0.00	0.00	59.00	1,491.23	25.28	60.15
2023 Sparkling Pinot Noir (Clone 091)	67.17	0.00	0.00	0.00	67.17	1,548.92	23.06	54.88
2023 Pinot Saignee	15.00	0.00	(1.50)	0.00	13.50	360.92	26.73	63.63
2023 Syrah (A)	177.00	0.00	(28.60)	0.00	148.40	2,784.30	18.76	44.65
2023 Syrah (B)	118.00	0.00	0.00	0.00	118.00	2,526.82	21.41	50.96
2023 Syrah Saignee	15.00	0.00	(7.00)	0.00	8.00	335.76	41.97	99.89
2023 Touriga	59.00	0.00	(59.00)	0.00	0.00	-	-	-
2024 Albarino	0.00	59.10	(6.30)	0.00	52.80	1,650.59	31.26	74.40
2024 Cabernet Sauvignon (AHC)	0.00	34.50	(34.50)	0.00	0.00	-	-	-
2024 Cabernet Sauvignon (TTT)	0.00	75.00	(16.00)	0.00	59.00	1,266.89	21.47	51.11
2024 Chardonnay	0.00	69.00	(13.00)	0.00	56.00	1,927.08	34.41	81.90
2024 Chardonnay (B)	0.00	63.80	(5.80)	0.00	58.00	1,781.85	30.72	73.12
2024 Malbec	0.00	18.00	(18.00)	0.00	0.00	-	-	-
2024 Malbec	0.00	166.00	(42.00)	0.00	124.00	2,524.54	20.36	48.45
2024 Pinot Noir (Clone #91)	0.00	45.00	14.00	0.00	59.00	1,264.94	21.44	51.03
2024 Pinot Noir (Clone #667)	0.00	230.00	6.00	0.00	236.00	6,484.69	27.48	65.40
2024 Pinot Noir (Clone #777)	0.00	166.50	10.50	0.00	177.00	4,696.96	26.54	63.16
2024 Pinot Rose (Clone #91)	0.00	87.90	(6.60)	0.00	81.30	2,439.93	30.01	71.43
2024 Pinot Sparkling (Clone #91)	0.00	80.40	(15.40)	0.00	65.00	2,253.61	34.67	82.52
2024 Red Blend	58.00	0.00	1.00	0.00	59.00	1,859.51	31.52	75.01
2024 Syrah	0.00	130.00	18.00	0.00	148.00	3,747.54	25.32	60.26
2024 Syrah Rose	0.00	18.00	(3.00)	0.00	15.00	502.72	33.51	79.76
2024 Touriga	0.00	39.00	(10.00)	0.00	29.00	728.54	25.12	59.79
2024 Torrontes	0.00	63.00	(2.00)	0.00	61.00	1,759.51	28.84	68.65
Total number of Gallons	1,018.67	1,345.20	(310.70)	0.00	2053.17	51,348.52	25.01	59.52
Cost Value Totals						\$ -	\$ -	\$ -

Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report - Bottled Wines
December 31, 2024

Vintage/Varietal	FY25 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donations	Minus: YTD Winery Use	Plus/Minus: YTD Adjustments	Plus: YTD Bottling	FY25 Ending Inventory (Bottles)	Cost per Bottle	FY25 Ending Inventory Cost Value	Retail Cost per Bottle	FY25 Ending Retail Cost Value
2017 Sparkling Wine (2nd Bottling)	5	-2	0	-3	0	0	0	7.95	0.00	20.00	-
2018 Bordeaux (Blend)	126	-125	0	-1	0	0	0	8.04	0.00	12.00	-
2019 Sparkling Wine	37	-36	0	-1	0	0	0	8.60	0.00	20.00	-
2020 Syrah	179	-84	-12	-7	0	0	76	12.65	961.53	20.00	1,520.00
2021 Cabernet Sauvignon	523	-341	-3	-6	0	0	173	7.94	1,373.89	18.00	3,114.00
2021 Chardonnay Sparkling Cuvee	266	-175	-3	-4	0	0	84	7.99	670.80	20.00	1,680.00
2021 Red Blend	249	-141	-5	-2	0	0	101	9.38	946.97	12.00	1,212.00
2021 Syrah	281	-88	0	0	0	0	193	6.83	1,317.71	20.00	3,860.00
2021 Torrontes	190	-58	-6	-4	0	0	122	7.87	960.10	15.00	1,830.00
2022 Albarino	232	-110	-8	-7	0	0	107	8.70	931.30	15.00	1,605.00
2022 Chardonnay-Stainless Steel	93	-43	-9	-4	0	0	37	7.26	268.70	15.00	555.00
2022 Malbec	400	-170	-6	-13	0	0	211	9.47	1,997.66	20.00	1,997.66
2022 Pinot Noir	444	-427	-5	-12	0	0	0	8.78	0.00	20.00	-
2022 Pinot Rose	108	-94	-2	-12	0	0	0	8.16	0.00	15.00	-
2022 Red Blend	657	-292	0	-1	0	0	364	9.38	3,413.43	15.00	5,460.00
2022 Sauvignon Blanc	195	-14	-9	-4	0	0	168	9.21	1,547.71	15.00	2,520.00
2022 Syrah	562	-49	0	-1	0	0	512	8.95	4,582.14	20.00	4,582.14
2022 Torrontes Riojano	160	0	0	0	0	0	160	8.93	1,429.28	15.00	2,400.00
2023 Albarino	467	0	0	-2	0	0	465	7.04	3,273.98	15.00	6,975.00
2023 Chardonnay	1,470	-539	-3	-9	0	0	919	7.61	6,993.43	15.00	13,785.00
2023 Pinot Noir Blend	2,495	-256	-8	-8	0	0	2,223	6.52	14,497.26	20.00	44,460.00
2023 Pinot Noir (Clone 91)	274	-99	-3	-6	0	0	166	7.24	1,201.12	20.00	3,320.00
2023 Pinot Noir (Clone 777)	262	-31	0	-5	0	0	226	7.28	1,644.81	20.00	4,520.00
2023 Pinot Rose	384	-71	-3	-8	0	0	302	7.00	2,113.35	15.00	4,530.00
2023 Torrontes (.375 L)	132	-7	0	-5	0	0	120	6.97	836.42	15.00	1,800.00
2023 Zinfandel	132	-91	-2	-4	0	0	35	6.88	240.92	18.00	630.00
Total Number of Bottles	10,323	-3,343	-87	-129	0	0	6,764		0.00		-
Cost Value Totals	\$ 80,488.38	\$ (27,462.69)	\$ (760.08)	\$ (1,063.28)	\$ -	\$ -	\$ 51,202.39		\$ 51,202.39		\$ 112,355.80
								Unallocated Bottling Costs		\$ 87.21	
								Total Cost Value of Bottled Wine		\$ 51,289.59	



To: Board of Directors	INFORMATION ITEM
From: Dennis Curran, Treasurer	Date: March 5, 2025
Subject: Financial Report	Item Number: 4.D.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached are the income statement and balance sheets for the AHC Viticulture and Enology Foundation as of December 31, 2024.

**AHC Viticulture & Enology Foundation
Statement of Financial Position
For The Period Ending 12/31/2024**

Assets	
Claim on Cash	61,205
Cash on Hand	100
Accounts Receivable	7,164
Pledge Receivable - Current	2,500
Discount on Pledge Receivable	(98)
Inventory-Bulk Wine	51,349
Inventory-Bottled Wine	51,290
Total Assets:	<u>173,509</u>
Liabilities	
Accounts Payable	237
Sales Tax Payable	587
CA CRV Fee Payable	67
Beverage Mfg Processing Fee Payable	2
Total Liabilities:	<u>893</u>
Fund Balance	
Fund Balance, July 1	165,319
Current Income (Loss)	7,297
Total Fund Balance:	<u>172,616</u>
Total Liabilities and Fund Balance:	<u>173,509</u>

AHC Viticulture & Enology Foundation
Statement of Operations
For The Period Ending 12/31/2024

Revenue

Contributions, Gifts, Grants & Endwmnts	1,741
Non Cash Contribution	12,661
Other Local Revenues	100
Net Revenue	14,502

Wine Operations

Shipping Fee Revenue	466
Sales and Commission	72,422
Sales Discounts	(26,823)
Net Sales	46,064
Cost of Goods Sold	(29,286)
Gross Profit (Loss)	16,778
Gross Profit Margin	36.4%
Total Revenues	31,280

Expenditures

Office/Operational Supplies	7,122
In Kind Supply Expense	1,021
Inventory Allocation Expense	(34,976)
Non Instr Printing	21
Food - Business Meetings/Events	276
Service Contracts (Businesses)	23,960
Travel - All Travel Costs	1,420
Non-Tech Licenses, Permits, Fees	163
In Kind-Software/Technlgy Licenses	9,990
Insurance	181
Facility Leases	100
Land Lease	400
Repairs (Labor-Diagnostic)	3,652
Excise Tax	15
Sales Tax Expense	84
Postage/Express Services	544
Advertising/Sponsorships	1,482
Merchant Fees	1,039
Gain/Loss-Disposal of Assets	3,763
Cash Over and Short	5
Equipment	2,070
Equipment-In Kind	1,650
Total Expenditures	23,984
Net Income (Loss)	7,297

Fund Balance

Fund Balance, July 1	165,319
Current Balance	<u>\$172,616</u>