

Allan Hancock College

Viticulture & Enology Foundation



Board of Directors Meeting

March 16, 2022
3:30 PM

This meeting will be conducted via zoom:
<https://cccconfer.zoom.us/j/96318536899>



Allan Hancock College Viticulture & Enology Foundation



Board of Directors

Quarterly Meeting

Wednesday, March 16, 2022

3:30 p.m. to 4:30 p.m.

Zoom Meeting: <https://cccconfer.zoom.us/j/96318536899>

In response to the Coronavirus crisis, the Governor has issued **Executive Order N-25-20**, **Executive Order N-29-20**, and **Executive Order N-35-20** modifying the Brown Act in order to facilitate essential public meetings being held through remote methods, such as telephonically or electronically.

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 16, 2022, via email to: evalenzuela@hancockcollege.edu. Comments will be read by district staff for the record during the meeting.</p>		
3. Action Items		3:30 PM
3.A. Approval of December 8, 2021 Meeting Minutes	3	
<p>A recommendation that the board approve the minutes from the December 8, 2021 meeting.</p>		
3.B. Approve Sale Price of 2018 Bordeaux Blend	5	
<p>A recommendation that the board approve the 2018 Bordeaux Blend at \$12 per bottle.</p>		
3.C. Acceptance of Donations	6	
<p>A Recommendation that the board approved the received donations.</p>		
4. Information Items		3:45 PM
4.A. Winery Tasting Room Update	7	
<p>An update on tasting room activities, wine club activities, and events will be provided.</p>		

	<u>Page</u>	<u>Est. Time</u>
4.B. 5K Run and Walk Fundraiser	8	
An update on the 5K Run and Walk Fundraiser scheduled May 7, 2022 will be provided.		
4.C. AHC Wine Festival	9	
A draft plan will be presented on the AHC Wine Festival.		
4.D. Winery Board Inventory Report	10	
A report on year-to-date financial data ending January 31, 2022.		
4.E. Financial Report	13	
A report on year-to-date financial data ending January 31, 2022.		
5. New Business/Oral Reports		4:20 PM
6. Adjournment		4:30 PM

The next annual meeting of the board of directors will be held on June 15, 2022.

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact Espie Valenzuela in the associate superintendent/vice president of finance and administration's office at (805) 922-6966 ext. 3939 or email her at evalenzuela@hancockcollege.edu. 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



Minutes

Board of Directors

Wednesday, December 8, 2021

3:30 p.m.

Meeting held teleconference:

<https://cccconfer.zoom.us/j/96318536899>

Kevin G. Walthers, Ph.D., Board President
 Suzanne Levy, Vice President
 Eric D. Smith, Treasurer
 Sean J. Abel, 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. Kevin G. Walthers called the meeting to order at 3:30 p.m. with the following directors present: Sean J. Abel, Alfredo Koch, and Eric D. Smith.

Absent: Suzanne Levy

Guests present: Kelsie Norris, Keli Seyfert

Note taker: Espie Valenzuela

2. Public Comment

No public comments were received.

3. Action Items

3.A. Approval of September 15, 2021 Meeting Minutes

On a motion by Eric D. Smith seconded by Alfredo Koch, the board approved the minutes from the June 16, 2021 board meeting.

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

3.B. Acceptance of Donations

On a motion by Sean J. Abel seconded by Alfredo Koch, the board approved the donations received.

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

3.C. Request to Label & Sell 2018 Bordeaux Blend Shiners

On a motion by Alfredo Koch seconded by Sean J. Abel, the board approved the label and will decide on pricing in the spring.

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

4. Information Items

4.A. Current 2020 & 2021 Bulk Wine

K. Norris provided an inventory update on the 2020 and 2021 vintage bulk wine and said the counts were taken towards the end of November. K. Seyfert suggested foregoing to add the dates in the board item as part of the background language. White and Rose will be bottled July 2022, and Red will be bottled July 2023.

4.B. Short-Term Winemaking Operations Plan

K. Norris provided a tentative winemaking operations plan for January 2022 through August 2022. Greg Fields will assist while K. Norris is on leave. Winery will continue to open on Fridays.

4.C. Winery Tasting Room Update

K. Norris stated the Tasting Room was reopened on September 24, 2021. Since then, there has been an increase in sales and wine sign up. Charts were displayed to show wine sales summary for 2021 and wine club memberships. A brief update on wine discount sales, tasting room events, and ways to increase wine sales was shared.

4.D. Winery Board Inventory Report

Keli Seyfert presented the wine inventory report as of October 31, 2021.

4.E. Financial Report

Keli Seyfert discussed the financial statements detailing the year-to-date financial data ending October 31, 2021.

5. New Business/Oral Reports

A. Koch shared student comments from our Wine Business class regarding wine labels, brand identity, messaging strategy on how to promote our wine, and an Online Wine Shop.

A. Koch shared photos of the new furniture at the tasting site. Photos included the event “Art Gallery at the Workspace.”

April 2, 2022 - Fun 5K Run & Walk Fundraiser is being organized by the AHC V&E Student Club. A. Koch will work with ASBG and Stephanie Robb regarding the logistics for the event.

A. Koch shared ideas regarding the AHC Wine Festival tentatively scheduled in October 2022. Dr. Walthers is requesting to see a detailed event plan before it is scheduled.

6. Adjournment

The next meeting of the board of directors will be held on March 16, 2022 at 3:30 p.m.

adjourned 3:50 p.m.

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



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Sean J. Abel, Secretary	Date: March 16, 2022
Subject: Approve Sale Price of 2018 Bordeaux Blend	Item Number: 3.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

We currently have 83 cases of 2018 Bordeaux Blend Shiners. We have been unsuccessful at selling this wine as a shiner bottle. The current retail value per bottle is \$15. It is suggested that we offer the 2018 Bordeaux Blend for \$12 per bottle.

2018 Red Blend				
Inventory in Bottles	Current Cost/bottle	Suggested price per bottle	Profit per bottle	Estimated Profit (before discounts)
996	\$8.04	\$12	\$3.96	\$3,944.16

Noted on the right side of the document is the label design for the 2018 Bordeaux Blend (Board approved December 8, 2021).

FISCAL IMPACT

After the wine has been marked down the fiscal impact is \$3 per bottle.



RECOMMENDATION

A recommendation that the board of directors approve to sell the 2018 Bordeaux Blend for \$12 per bottle.



AHC Viticulture & Enology Foundation



To: Board of Directors	ACTION ITEM
From: Eric D. Smith, Treasurer	Date: March 16, 2022
Subject: Acceptance of Donations	Item Number: 3.C.
	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.

- On November 7, 2021, the Law Office of Brian Simas donated their services in preparing the ABC 244 form (change in license information).
- On October 6, 2021, Tonnellerie Leroi and Charlois Cooperage USA donated two oak barrels that were valued at \$450 each.

FISCAL IMPACT

None

RECOMMENDATION

A recommendation that the board of directors approve the donations received.



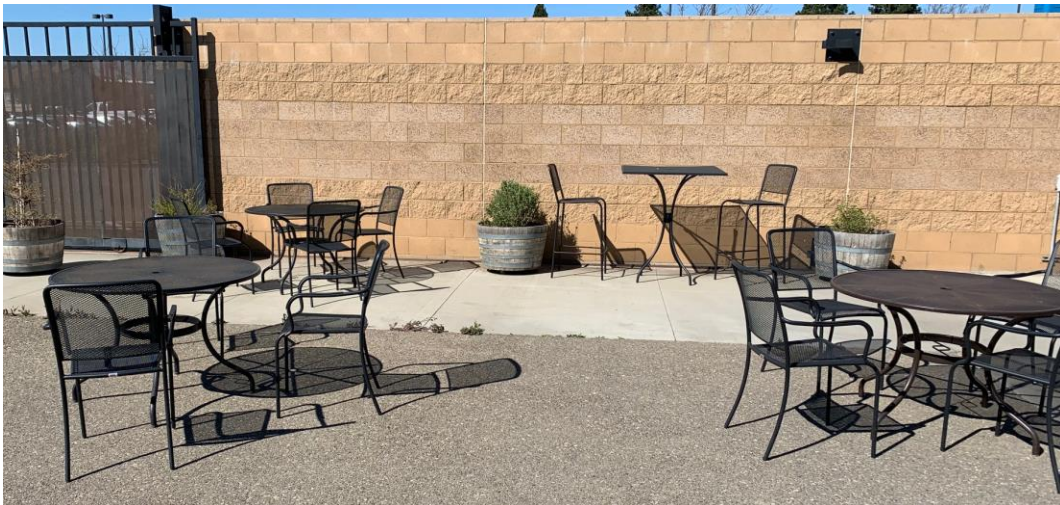
AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 16, 2022
Subject: Winery Tasting Room Update	Item Number: 4.A.
	Enclosure(s): Page 1 of 1

BACKGROUND

We have now received all the new furniture for the Tasting Room area. We have also received new umbrellas. For consideration remains the question of incorporating three more heaters for the fall to improve comfort levels for our customers when the weather is colder.





AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 16, 2022
Subject: 5K Run and Walk Fundraiser	Item Number: 4.B.
	Enclosure(s): Page 1 of 1

BACKGROUND

The V&E Club is sponsoring a 5K Run and Walk Fundraiser which will take place on Saturday, May 7 at 8:30 a.m. The run will start at the track and field and continue with 10 rounds of the track (4 km) and then the last kilometer will go through the border outside the soccer field up to the Winery.

Funds will come from participant fees of \$35 (\$25 student), a shirt is included in the fees. Medals will be awarded for the first three places and all participants will be provided with snacks donated by Trader Joe's. Event registration will be managed by Eventbrite. Shirts and bibs will be distributed a day before in the afternoon and 30 minutes before the event. We will work together with Facilities, Campus Police and the head track coach to prepare the event in the best possible way.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Sean J. Abel, Secretary	Date: March 16, 2022
Subject: AHC Wine Festival	Item Number: 4.C.
	Enclosure(s): Page 1 of 1

BACKGROUND

It is proposed to host a Wine Festival on October 15, 2022 at the college campus in the area in front of the softball field. We are targeting a maximum of 300 attendees.

Highlights include:

- \$25 admission charge
- \$5 wineglass charge
- Food available for purchase by attendees
- Give one vine to each attendee

Additional details to follow on the plan presented.



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Eric D. Smith, Treasurer	Date: March 16, 2022
Subject: Winery Board Inventory Report	Item Number: 4.D.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached is the winery board inventory report for the AHC Viticulture and Enology Foundation as of January 31, 2022.

Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report - Bottled Wines
As of January 31, 2022

Vintage/Varietal	FY22 Beginning Inventory (Bottles)	Minus: YTD Sales	Minus: YTD Donations	Minus: YTD Winery Use	Plus/Minus: YTD Adjustments	Plus: YTD Inventory Additions	FY22 Ending Inventory (Bottles)	Cost per Bottle	FY22 Ending Inventory Cost Value	Retail Cost per Bottle	FY22 Ending Retail Cost Value
2016 Pinot Noir Blanc de Noir (Sparkling)	5	-4	0	-1	0	0	0	4.46	0.00	30.00	-
2017 Sparkling Wine	501	-103	-1	-12	-2	0	383	7.96	3,049.94	30.00	11,490.00
2018 Albarino	22	-9	-1	-12	0	0	0	5.67	0.00	14.00	-
2018 Bordeaux (Blend)	996	0	0	-2	0	0	994	8.04	7,987.92	15.00	14,910.00
2018 Cabernet Sauvignon (RSQ)	134	-134	-2	-22	44	0	20	9.54	190.84	15.00	300.00
2018 Malbec	23	-12	0	-11	0	0	0	4.90	0.00	15.00	-
2018 Syrah (Estate)	106	-107	-6	-27	34	0	0	14.26	0.00	18.00	-
2018 Syrah (Blend)	110	-74	-16	-17	-3	0	0	5.82	0.00	18.00	-
2018 Torrontes (Old)	309	-125	-4	-15	8	0	173	4.42	764.00	14.00	2,422.00
2018 Centennial Sparkling 750 ml	142	-82	-26	-34	3	0	3	8.96	26.87	30.00	90.00
2018 Centennial Sparkling 1.5 L	72	-5	-6	-3	-2	0	56	17.01	952.38	45.00	2,520.00
2019 Albarino	183	-82	-6	-15	-4	0	76	8.68	660.02	14.00	1,064.00
2019 Cabernet Sauvignon	1,620	0	0	-2	-22	0	1,596	8.08	12,888.98	15.00	23,940.00
2019 Chardonnay	689	-324	-42	-22	17	0	318	8.61	2,739.51	14.00	4,452.00
2019 Grenache	237	-74	-4	-16	0	0	143	8.26	1,180.51	18.00	2,574.00
2019 Grenache blanc	141	-113	-10	-17	-1	0	0	9.52	0.00	15.00	-
2019 Merlot	542	-130	-4	-14	-3	0	391	7.53	2,945.85	18.00	7,038.00
2019 Pinot Noir	438	-398	-14	-39	17	0	4	7.84	31.34	18.00	72.00
2019 Syrah	966	-33	-4	-11	2	0	920	6.97	6,410.89	18.00	16,560.00
2019 Torrontes	338	0	0	0	-2	0	336	12.39	4,162.52	14.00	4,704.00
2019 Zinfandel	492	-222	-5	-11	25	0	279	7.62	2,125.37	15.00	4,185.00
2019 Sparkling Wine	0	0	0	0	0	0	0				
2020 Albarino	234	0	0	-2	-4	0	228	15.42	3,515.54	14.00	3,192.00
2020 Chardonnay	756	0	0	-2	-10	0	744	14.90	11,083.54	14.00	10,416.00
2020 Pinot Noir	0	0	0	-2	0	1,170	1,168	13.56	15,840.05	18.00	21,024.00
2020 Pinot Rose	347	-166	-14	-14	35	0	188	14.18	2,665.30	14.00	2,632.00
Total Number of Bottles	9,403	-2,197	-165	-323	132	1,170	8,020				
Cost Value Totals	\$ 85,422.50	\$ (19,116.28)	\$ (1,510.39)	\$ (2,841.17)	\$ 1,399.57	\$ 15,867.18	\$ 79,221.39		\$ 79,221.39		\$ 133,585.00

**Allan Hancock College Viticulture & Enology Foundation
Board Inventory Report - Bulk Wines
As of January 31, 2022**

Vintage/Varietal	Bulk Lot Codes	Beginning Inventory Bulk Gallons	Ending Inventory Bulk Gallons	FY22 Ending Inventory Cost Value	FY22 Ending Inventory Cost/Gallon	FY22 Ending Inventory Cost Value (Case Equivalent)
2017 Pinot Noir Blanc de Noir (Sparkling)	PNAHC17BDN	93.0	93.0	\$ 2,490.74	26.78	63.74
2019 Blanc de Noir (Sparkling)	B-PNAHC19BDN	135.9	25.56	698.12	27.31	65.00
2020 Cabernet Sauvignon	B-CS04AHC20	29.0	27.0	1,451.91	53.77	127.98
2020 Cabernet Sauvignon (North Fork Vineyard)	B-CS47NFV20	118.0	118.0	6,017.62	51.00	121.37
2020 Malbec	B-MALAHC20	16.0	14.0	756.21	54.02	128.56
2020 Pinot Noir	B-PN20AHC	236.0	0.0	-	-	0.00
2020 Syrah	B-SYR470AHC20(BG)	148.0	145.0	7,340.25	50.62	120.48
2021 Albarino	B-ALB21AHC	0.0	85.3	1,423.00	16.68	39.70
2021 Alicante Bouschet (Agjitated Acres-Paso Robles)	B-ALC21AAV	0.0	0.0	-	-	0.00
2021 Cabernet Sauvignon	B-CS04AHC21	0.0	59.0	902.11		
2021 Cabernet Sauvignon	B-CS07NFV21	0.0	115.0	2,021.54	17.58	41.84
2021 Chardonnay	B-CH21AHC	0.0	91.5	1,501.46	16.41	39.05
2021 Chardonnay	B-CH2AHC21	0.0	0.0	-	-	0.00
2021 Chardonnay Sparkling Cuvee	B-CH21AHCBDDB	0.0	60.0	1,032.25	17.20	40.95
2021 Grenache	B-GREN21NFV	0.0	177.0	2,921.71	16.51	39.29
2021 Grenache Rose	B-GREN21ROSE	0.0	7.0	116.19	16.60	39.50
2021 Malbec (Triple T Vineyard - Happy Canyon)	B-MAL21TTT	0.0	147.5	2,452.81	16.63	39.58
2021 Pinot Noir #667	B-PN667AHC21	0.0	236.0	3,843.50	16.29	38.76
2021 Pinot Noir #777	B-PN777AHC21	0.0	118.0	1,950.82	16.53	39.35
2021 Pinot Noir Rose	B-PNROSE777AHC21	0.0	70.0	1,146.09	16.37	38.97
2021 Red Field Blend	B-RB21AHC	0.0	59.0	1,320.56	22.38	53.27
2021 Syrah	B-SY470AHC21(BG)	0.0	236.0	3,597.57	15.24	36.28
2021 Syrah Rose	B-SYROSE21AHC	0.0	15.0	243.78	16.25	38.68
2021 Torrontes	B-TORR21AHC	0.0	75.3	1,261.47	16.75	39.87
2021-Touriga	B-TRG21AHC	0.0	59.0	920.58	15.60	37.14
2021 Zinfandel (Agitated Acres-Paso Robles)	B-ZIN21AAV	0.0	63.5	1,084.55	17.08	40.65
Total number of Gallons		775.86	2,096.66			
Cost Value Totals				\$ 46,494.83	\$ 22.18	\$ 52.78



AHC Viticulture & Enology Foundation



To: Board of Directors	INFORMATION ITEM
From: Eric D. Smith, Treasurer	Date: March 16, 2022
Subject: Financial Report	Item Number: 4.E.
	Enclosure(s): Page 1 of 3

BACKGROUND

Attached are the income statement and balance sheet for the AHC Viticulture and Enology Foundation as of January 31, 2022.

**AHC Viticulture & Enology Foundation
Statement of Financial Position
For The Period Ending 01/31/2022**

Assets		
	Claim on Cash	46,666
	Cash on Hand	100
	Accounts Receivable	113
	Inventory-Bulk Wine	46,495
	Inventory-Bottled Wine	79,221
	Total Assets:	<u>172,595</u>
Liabilities		
	Sales Tax Payable	19
	Total Liabilities:	<u>19</u>
Fund Balance		
	Fund Balance, July 1	195,973
	Current Income (Loss)	(23,396)
	Total Fund Balance:	<u>172,576</u>
	Total Liabilities and Fund Balance:	<u>172,595</u>

AHC Viticulture & Enology Foundation
Statement of Operations
For The Period Ending 01/31/2022

Revenue

Contributions, Gifts, Grants & Endowments	1,503
Non Cash Contribution	14,478
Net Revenue	15,980

Wine Operations

Shipping Fee Revenue	630
Sales and Commission	42,170
Sales Discounts	(10,824)
Net Sales	31,975
Cost of Goods Sold	(22,067)
Gross Profit	9,908
Gross Profit Margin	31%

Total Revenues 25,889

Expenditures

Office/Operational Supplies	24,986
In Kind Supply Expense	1,788
Inventory Allocation Expense	(30,668)
Non Instr Printing	807
Food - Business Meetings/Events	865
Service Contracts (Businesses)	19,177
Travel - All Travel Costs	2,602
On-Site-Prof. Develop/Webinars	150
Non-Tech Licenses, Permits, Fees	797
In Kind-Software/Technology Licenses	11,515
Insurance	269
Facility Leases	100
Land Lease	400
Repairs (Labor-Diagnostic)	720
Legal Fees	63
In Kind-Legal Fees	275
Sales Tax Expense	215
Postage/Express Services	609
Advertising	1,198
Bank Service Charges	20
Merchant Fees	838
Gain/Loss-Disposal of Assets	3,013
Cash Over and Short	(2)
Equipment	8,649
Equipment-In Kind	900
Total Expenditures	49,285
Net Income (Loss)	(23,396)

Fund Balance

Fund Balance, July 1	195,973
Current Balance	<u>\$172,576</u>