



**Santa Barbara Vintners
Board of Directors
Meeting Agenda**

Time: July 21, 2026 10:00 AM Pacific Time (US and Canada)
Location: Crown Point Winery, 1733 Fletcher Way, Santa Ynez, CA 93460

How To Provide Public Comment:

- In Person: Provide in-person public comment at the meeting.
- Written Comment: Submit a written comment by 12:00 PM the day before the meeting (as either a general public comment or on a specific agenda item) by either submitting your comment via (1) email to Phil@sbcountywines.com, or (2) in writing mailed to the District at 140 W. Hwy 246, #1059, Buellton, CA, 93427, attention Board Secretary. Please reference the agenda item to which your comment pertains. Although written comments become part of the record, they will not be read aloud at the meeting.

1. Call to Order

2. Roll Call

3. Closed Session Pursuant To Government Code Section 54957

- a. Public comment on closed session agenda items
- b. CONFERENCE WITH LEGAL COUNSEL – EXISTING LITIGATION (Gov. Code Section 54956.9(d)(1):
Name of case: *Flying Goat Cellars Inc. v. Santa Barbara County Board of Supervisors; Bob Nelson; Santa Barbara County Vintners Association*
- c. Reconvene to open session to report action (if any) in closed session

4. Reports From CEO, GM & Events Director

a. CEO Report

- i. D&O Insurance

- ii. Marketing Firm – Pluck + Grit

b. Events Director Report

- i. Holiday Hope
- ii. Vintners Festival

5. **Public Comment.** Time reserved for the public to address the Board of Directors relative to matters of the entity's business not on the agenda. Comment time regarding specific agenda items will be available during consideration of the particular agenda items. (3 minutes per person, President has discretion to adjust as necessary).

6. **Consent calendar.** The following items can be approved by a single action of the Board. Items requiring additional discussion may be withdrawn from the listing and addressed in separate actions. If you wish to speak on a consent calendar item, please do so during the public comment period provided at the beginning of this item.

- a. Approval of the minutes for the June 2026 meeting
- b. Approval of the minutes for the June 16, 2026 Special Meeting

7. **Discussion / Action Items. The Board will discuss and may take action on the following items**

a. Finances (Dan Glaeser)

- i. Standard Financial Reports - Balance Sheet, Statement of Activity

b. Independent Audit

- i. Update regarding the County of Santa Barbara's independent financial audit and consideration of expenditures exceeding budget.

c. Updated Bylaws

- i. Consideration and adoption of amendments to the Santa Barbara Vintners Bylaws to update membership qualifications, financial obligations, and governance procedures.

8. **Adjournment**

Regular Board Meetings are held the 3rd Tuesday of the month at 10am at Crown Point Winery at 1733 Fletcher Way, Santa Ynez, CA 93460.

The agenda will be posted on the SBV public and industry websites 72 hours in advance of the meetings, and publicly at the meeting location.

Persons with disabilities who require any disability-related modification or accommodation in order to participate in the meeting are asked to contact the General Manager at least two (2) days prior to the meeting by telephone at (805) 688-0881 or by email at phil@sbcountywines.com.



**Santa Barbara Vintners
Board of Directors
Meeting Minutes**

Time: June 16, 2026, 10:00 AM Pacific Time (US and Canada)
Location: Crown Point Winery, 1733 Fletcher Way, Santa Ynez, CA 93460

1. Call to Order: 10:09am

Roll Call

In Person: Pierre, LaBarge, Steve Gerbec, Jason Djang, Dan Glaeser, AJ Fairbanks, Keith Saarloos, Chase Carhartt, Brooke Christian, Andrew Murray, Kevin Gleason, Mike Testa, Denise Shurtleff, Karen Steinwachs

Absent: John Haan

2. Announcements Regarding Santa Barbara Vintners' Business: None

3. Reports From CEO, GM & Events Director

a. CEO Report

- a. KPI Update: Provided in board meeting packet
- b. Annual Meeting June 17
 - i. Santa Ynez Valley Marriott in Buellton
 - ii. 3pm-6pm
 - iii. Opportunity for district wineries and business members to speak directly to staff and board

b. Events Director Report

- a. Summer Soiree
 - i. June 19th at The Inn at Mattei's Tavern
- b. Vintners Festival
 - i. October 17th at Folded Hills Polo Field
 - ii. Tickets on sale

c. General Manager Report

- a. FAM (Familiarization) Tour in early June
 - i. Completed: June 9th-11th
 - ii. 24 total wineries involved

Public comment: 1

4. **Public Comment.** Time reserved for the public to address the Board of Directors relative to matters of the entity's business not on the agenda. Comment time regarding specific agenda items will be available during consideration of the agenda items. (3 minutes per person, President has discretion to adjust as necessary).

No public comment.

5. **Consent calendar.** The following items can be approved by a single action of the Board. Items requiring additional discussion may be withdrawn from the listing and addressed in separate actions. If you wish to speak on a consent calendar item, please do so during the public comment period provided at the beginning of this item.

- a. Approval of the minutes for the May 2026 meeting

ACTION: Approve items on consent calendar

Motion: Steve Gerbac
Second: Chase Carhartt
Unanimous approval

6. **Discussion / Action Items.** The Board will discuss and may take action on the following items

a. Finances (Dan Glaeser)

- i. Standard Financial Reports - Balance Sheet, Statement of Activity presented by Dan and Alison

b. Upcoming Board Elections (Pierre LaBarge)

- i. The Board will receive an update on the applications for board membership received to date and discuss the election process to fill three (3) vacant seats.
- ii. Election process has begun
- iii. District wineries and business members have been provided with timeline via e-mail

c. Election of Board Officers / Executive Committee (Pierre LaBarge)

The Board may elect board officers for the 2026-2027 term: Board President, Vice President, Secretary and Treasurer.

- i. Current expressions of interest include:

- 1. Andrew Murray – Vice President or Secretary

ACTION: Pierre LaBarge makes a motion to propose Andrew Murray as Vice President of the Santa Barbara Vintners Board of Directors

Second: Jason Djang
Unanimous approval

- ii. Additional nominations or expressions of interest may also be made during the meeting prior to any vote.

ACTION: Pierre LaBarge makes a motion to propose Denise Shurtleff as Secretary of the Santa Barbara Vintners Board of Directors

Second: Jason Djang
Unanimous approval

7. Other Business: None

8. Adjournment: 10:55am

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DRAFT



**SANTA BARBARA
VINTNERS**

**Santa Barbara Vintners Board of Directors
Special Meeting MINUTES**

Time: June 26, 2026 9 AM Pacific Time (US and Canada)

Location: Crown Point Winery, 1733 Fletcher Way, Santa Ynez, CA 93460

How To Provide Public Comment:

- In Person: Provide in-person public comment at the meeting.
- Written Comment: Submit a written comment by 12:00 PM the day before the meeting (as either a general public comment or on a specific agenda item) by either submitting your comment via (1) email to Phil@sbcountywines.com, or (2) in a writing mailed to the District at 140 W. Hwy 246, #1059, Buellton, CA, 93427, attention Board Secretary. Please reference the agenda item to which your comment pertains. Although written comments become part of the record, they will not be read aloud at the meeting.

1. Call to Order

- AJ calls meeting to order at 9:10

2. Roll Call

- Board: Chase Carhartt, AJ Fairbanks, Andrew Murray, Denise Shurtleff, Mike Testa, Jason Djang, Keith Saarloos
- Staff: Cody Sargeant, Emily Byram, Alison Laslett

3. Closed Session

- a. Public comment on closed session agenda item
- b. CONFERENCE WITH LEGAL COUNSEL – EXISTING LITIGATION Government Code section 54956.9(d)(1)
Name of case: *Flying Goat Cellars Inc. v. Santa Barbara County Board of Supervisors; Bob Nelson; Santa Barbara County Vintners Association*
- c. Reconvene to open session to report action (if any) in closed session

Motion 1: The Board authorizes the CEO to retain counsel per her recommendation.

AJ Fairbanks proposed and Keith Saarloos seconds, all in favor, none opposed, motion passes.

Motion 2: The Board authorizes counsel and staff to defend the lawsuit brought against the organization.

AJ Fairbanks proposed and Andrew Murray seconds, all in favor, none opposed, motion passes.

4. Public Comment on Matters Not on the Agenda

5. Adjournment at 10:36am.

Regular Board Meetings are held the 3rd Tuesday of the month at 10am; agenda will be posted on the website 72 hours in advance of the meetings, publicly at the meeting location as specified in Resolution No. 26-01. Persons with disabilities who require any disability-related modification or accommodation in order to participate in the meeting are asked to contact the General Manager at least two (2) days prior to the meeting by telephone at (805) 688-0881 or by email at phil@sbcountywines.com.

Santa Barbara Vintners Association
Statement of Financial Position
As of Jun 30, 2026

	As of Jun 30, 2026	As of Jun 30, 2025
Assets		
Current Assets		
Bank Accounts		
0900 US Bank Checking 0901	2,726.88	24,172.20
0960 American Riviera Bank 1384	337,350.20	65,723.83
0970 American Riviera Bank Savings	125,522.43	109,813.51
1002 Paypal	879.27	1,826.78
Total for Bank Accounts	466,478.78	201,536.32
Accounts Receivable		
1200 Accounts Receivable	44,134.04	42,345.00
Total for Accounts Receivable	44,134.04	42,345.00
Other Current Assets		
1201 Due to/from		
1210 Due to/from SBVF	677.07	3,607.88
1211 Due to/from Alison	0.00	0.00
1213 Due to/from Emily	0.00	133.61
Total for 1201 Due to/from	677.07	3,741.49
1300 Prepaid Expenses	20,043.25	0.00
1310 Clearing.	0.00	-20.00
QuickBooks Tax Holding Account	6,189.59	0.00
Total for Other Current Assets	26,909.91	3,721.49
Total for Current Assets	537,522.73	247,602.81
Fixed Assets		
1520 Office Equipment & Furniture	65,482.15	65,482.15
1521 Computer Software	2,880.54	2,880.54
1525 Accumulated Depreciation	-66,865.95	-66,865.95
Total for Fixed Assets	1,496.74	1,496.74
Total for Assets	539,019.47	249,099.55

Santa Barbara Vintners Association
Statement of Financial Position
As of Jun 30, 2026

	As of Jun 30, 2026	As of Jun 30, 2025
Liabilities and Equity		
Liabilities		
Current Liabilities		
Accounts Payable	10,867.37	32,704.55
Credit Cards	-3,863.09	24,181.67
Other Current Liabilities		
2126 Deferred Revenue	18,000.00	0.00
2220 State Board of Equalization Payable	0.00	-85.65
Payroll Liabilities	6,366.13	471.77
Pennsylvania Department of Revenue Payable	0.00	11.33
Total for Other Current Liabilities	24,366.13	397.45
Total for Current Liabilities	31,370.41	57,283.67
Long-term Liabilities		
2035 SBA Loan 2021	477,075.68	490,259.02
Total for Long-term Liabilities	477,075.68	490,259.02
Total for Liabilities	508,446.09	547,542.69
Equity		
3900 Retained Earnings	-27,344.56	-104,777.68
Net Revenue	57,917.94	-193,665.46
Total for Equity	30,573.38	-298,443.14
Total for Liabilities and Equity	539,019.47	249,099.55

Accrual Basis

Santa Barbara Vintners Association

Statement of Activity

April-June, 2026

	April - June 2026
Revenue	
4000 Business Membership Dues	3,792.00
4500 Events	
4510 Tickets	25,797.50
Total for 4500 Events	25,797.50
4580 Sponsors	10,000.00
4650 BID Income	
4651 BID Q2 2025	3,543.81
4652 BID Q3 2025	2,595.21
4653 BID Q4 2025	7,479.91
4654 BID Q1 2026	263,348.38
4655 BID Q2 2026	395.21
Total for 4650 BID Income	277,362.52
4900 Interest & Dividends	634.56
Total for Revenue	317,586.58
Gross Profit	317,586.58
Expenditures	
5000 Administrative Wages & Salaries	
5100 Personnel	113,095.93
Total for 5000 Administrative Wages & Salaries	113,095.93
5200 Employee Benefits	16,840.12
5300 Payroll Taxes	8,689.10
5360 Retirement Plan Processing Fee	187.50
5370 Staff Services Contract	-20,000.01
5400 Employee Generated Costs	4,738.88
5500 Office Expense	
5510 Rent - Office	2,187.50
5520 Storage	3,228.00
5565 Membership & Subscriptions	2,025.43
5570 Telephone	1,236.48
5590 Office Supplies	76.48
Total for 5500 Office Expense	8,753.89
5700 Member/Board Meeting Expenses	159.94
5800 Technology	
5820 Internet Service Expense	277.00
5840 Website/Email Hosting	115.95
5875 Software Subscriptions	2,913.57
Total for 5800 Technology	3,306.52
5900 Postage & Mailing	250.00

Santa Barbara Vintners Association

Statement of Activity

April-June, 2026

	April - June 2026
6000 Event Expenses	
6015 Buses	6,727.50
6020.1 Catering	60.97
6035 Food Service	182.13
6055 Parking, Misc	275.00
6075 Rentals	19,980.66
6085 Supplies	460.01
6090 Wine Dinner	1,059.44
6095 Misc Event Expenses	391.75
Total for 6000 Event Expenses	29,137.46
7000 Marketing & Communications	
7002 Agency Travel and Visitation	1,768.38
7003 Press Tours	4,553.08
7014 Travel	11,070.35
7050 Printing	308.49
7100 Graphic Design	6,500.00
7120 Photography	2,000.00
7140 PR Retainer	20,000.00
7145 Marketing Collateral	529.12
7148 Public Relations	62.89
7150 Website Design and Development	1,750.00
7510 Digital Media Placement	1,239.85
7523 Social Media Management	3,600.00
7525 Social Media Placement	625.00
Total for 7000 Marketing & Communications	54,007.16
7280 Travel Reim - Non Employee	8,698.82
7600 Professional Fees	
7610 Accounting Fees	
7610.10 Bookkeeping	1,806.25
7610.20 Taxes & Audits	3,120.00
Total for 7610 Accounting Fees	4,926.25
7650 Consultant	6,625.00
Total for 7600 Professional Fees	11,551.25
7680 Insurance - Liability	
7680.10 Board of Directors Liability	1,581.00
7680.20 Liability & Property	5,611.75
Total for 7680 Insurance - Liability	7,192.75

Santa Barbara Vintners Association

Statement of Activity

April-June, 2026

	<u>April - June 2026</u>
7900 Finance Fees	
4658 HdL Processing Fees	9,574.76
7910 Merchant Card Fees	221.58
7915 Bank Charges	85.00
7935 Loan Interest	3,177.99
Total for 7900 Finance Fees	13,059.33
Total for Expenditures	260,328.18
Net Operating Revenue	57,258.40
Net Revenue	57,258.40