

DRAFT CGWI AGM Meeting Minutes		
Thursday 19 October 2017	9:00am	Coonawarra Hall
Attendees	<p>Sally Macleod (AA & SC Macleod – 1 vote); Kirsty Balnaves, Peter Balnaves, Doug Balnaves (Balnaves of Coonawarra – 1 vote); Rebecca Trotter (Blok Estate of Coonawarra – 1 vote); Emma Bowen, (Bowen Estate – 1 vote); Peter Weinberg (Brand’s Laira Coonawarra – 1 vote); Frank Di Giorgio (Di Giorgio Family Wines – 1 vote); Gavin Hogg (Hoggies Estate Wines – 1 vote); Christian Fraser (Hollick Estates – 1 vote); Shannon Sutherland (Jack Estate – 1 vote); Sid Kidman (Kidman Wines – 1 vote); Dru Reschke (Koonara Wines – 1 vote); Sean Murphy (Ladbroke Grove Wines – 1 vote); Paul Gordon (Leconfield Coonawarra – 1 vote); Shannon Fullerton (LV Dohnt – 1 vote), John Innes (Ottelia – 1 vote); Erica Kay (Parker Coonawarra – 1 vote); Luke Tocaciu (Patrick of Coonawarra – 1 vote); Steve Raidis (Raidis Estate – 1 vote); Bruce Redman (Redman Wines – 1 vote); Sarah Pidgeon (Treasury Wine Estate: Lindeman’s Coonawarra – 1 vote); Allen Jenkins, Tony Gleeson, Stuart Sharman, Ben Harris (Treasury Wine Estate: Wynns Coonawarra Estate – 1 vote); Chris Brodie (Wingara Wine Group: Katnook Estate – 1 vote); Michelle Stehbens (Waloram – 1 vote); Brian Smibert (Whistle Post Wines – 1 vote), James Freckleton, Helen Harvey (Yalumba – 1 vote); Nick Zema, Kate O’Connell (Zema Estate – 1 vote); Olivia Nunn (Executive Officer – CV), Christine Lambert (Administration Officer – CV), Emma Rasheed (Marketing - CV), Mark Edwards (Scrutineer).</p>	
Apologies	<p>Andrew Macleod, (AA & SC Macleod); Heather Kidman, Jon Kidman (Banks Thargo Wines); Luke Trotter (Blok Estate Coonawarra); Joy Bowen, Doug Bowen (Bowen Estate); James Porter (Bundalong – 1 vote); Sam Flint (Brand’s Laira Coonawarra), Katie Lewis (DiGiorgio Family Wines); Damien Flint (Flint’s of Coonawarra – 1 vote); Paul Fitzpatrick (Graymoor Estate – 1 vote); Bonnie Vice, Dennis Vice (Highbank Vineyards – 1 vote); Peter Barry (Jim Barry Wines); Sam Brand (Jim Brand Wines – 1 vote), Nicole Reschke (Koonara Wines); Louise Rose (Ladbroke Grove Wines), Phillip Dohnt (L V Dohnt); Kerrie Marcus (Leconfield); Brett Sharpe (Lindeman’s Coonawarra); Melissa Innes (J & M Innes); Brian Lynn (Majella Wines); Kirsty Bailey, D Wyman (Parker Coonawarra Estate); Michael Armstrong, Matt Tilby (Penley Estate); Sebastien Daley, Luke Tyler (Pernod Ricard Wines: St Hugo – 1 vote); Andrew Hardy (Petaluma); Emma Raidis (Raidis Estate); Andrew Cheeseman (Rymill Coonawarra); Vic Patrick (VJ & MK Patrick – 1 vote); Wayne Stehbens (Waloram); Angus Smibert (Whistle Post Wines); Sue Hodder, Catherine Kidman, Gail Sims (Wynns Coonawarra Estate); Peter DeGaris (Independent Chair – CV);</p>	
Proxy	<p>Emma Bowen (Banks Thargo Wines, Jim Barry Wines, Majella); Pete Balnaves (Rymill Coonawarra); Sarah Pidgeon (Lindeman’s)</p>	
Minutes	<p>Kerry DeGaris (KD)</p>	

1.Independent Chairman's Report

Peter Balnaves welcomed members to the 2016-17 Annual General Meeting in the absence of Peter DeGaris. Peter Balnaves notified the members that Peter DeGaris had decided to relinquish his independent chairmanship due to interstate commitments.

2. Attendance and apologies

Apologies – as listed above, read out by Peter Balnaves. Additional apologies from the floor included above were Catherine Kidman and Wayne Stehbens.

3. Minutes of Previous Meeting

The Chair invited questions on the minutes; however, no questions were raised. The Chair asked for a proposer and a seconder for the 2016 minutes.

Resolution 1. The minutes of the Annual General Meeting held on 20 October 2016 are approved as a true and accurate record of the meeting.

Proposed: Nick Zema

Seconded: Emma Bowen

The resolution was carried unanimously.

4. Consider and adopt the reports and accounts of the Board and auditors

4.1 President's Report – Peter Balnaves

The President tabled a report on the activities of the CGWI for the year to 30 June 2017, and read it accordingly (Refer Appendix 1).

Resolution 2. The President's Report be accepted.

Proposed: Peter Balnaves

Seconded: Stephen Raidis

The resolution was carried unanimously.

4.2 Treasurer's report including ratification of annual subscription – Bruce Redman

The Treasurer tabled a report, and read it accordingly (Refer Appendix 2)

The Treasurer reported that the financial statements had been approved and audited by Murray Nankivell.

Resolution 3. The Financial Statements for the year ended 30 June, 2017, together with the Profit and Loss and Auditors' Report thereon, are approved.

Proposed: Bruce Redman

Seconded: Dru Reschke

The Treasurers Report was carried unanimously.

Resolution 4. The fee structure for the 2018-19 financial year be increased in alignment with CPI.

Proposed: Bruce Redman

Seconded: Dru Reschke

The resolution was carried unanimously.

4.3 SAWIA Board regional representative report – Kirsty Balnaves

A presentation of SAWIA services and benefits of membership was made by Kirsty Balnaves (Refer Appendix 3).

5. Election of Directors

Mark Edwards (independent scrutineer) indicated formal nominations had been received (by COB Tuesday 17 October) from 12 people:

1. Joy Bowen – nominated by Brian Lynn; seconded by Daniel Redman
2. Nick Zema – nominated by Pete Balnaves; seconded by Dan Redman
3. Michelle Stehbens – nominated by Sally Macleod; seconded by Bruce Redman
4. Peter Weinberg – nominated by Sam Flint; seconded by Gabby Sullivan
5. Tony Gleeson – nominated by Allen Jenkins; seconded by Peter Balnaves
6. Bruce Redman – nominated by Allen Jenkins; seconded by Pete Balnaves
7. Sally McLeod – nominated by Michelle Stehbens; seconded by Bruce Redman
8. Peter Balnaves – nominated by Allen Jenkins; seconded by Bruce Redman
9. Andrew Cheeseman – nominated by Pete Balnaves; seconded by Allen Jenkins
10. John Innes – nominated by Sid Kidman; seconded by Bruce Redman
11. Rebecca Trotter – nominated by Dru Reschke; seconded by Emma Raidis
12. Dru Reschke – nominated by Rebecca Trotter; seconded by Emma Raidis

As there were only nine positions available the members present were asked to undertake a ballot paper vote. An independent scrutineer was employed to conduct the poll with the following people elected to the 2017-18 Board:

1. Joy Bowen
2. Nick Zema
3. Michelle Stehbens
4. Peter Weinberg
5. Tony Gleeson
6. Bruce Redman
7. Sally McLeod
8. Peter Balnaves
9. John Innes

President: Peter Balnaves nominated by Allen Jenkins; seconded by Bruce Redman. There being no other nominations: Accepted.

Vice President: Michelle Stehbens nominated by Sally Macleod; seconded by Bruce Redman. There being no other nominations: Accepted.

Treasurer: Bruce Redman nominated by Peter Balnaves; seconded by Michelle Stehbens. There being no other nominations: Accepted.

Appointment of Public Officer: Allen Jenkins was nominated by Nick Zema and seconded Dru Reschke. There being no other nominations: Accepted.

6. Appointment of Auditor

The Treasurer commended Murray Nankivell as auditors for CGWI.

Resolution 5: Murray Nankivell are re-appointed as Auditor.

Proposed: Bruce Redman

Seconded: Sally Macleod

The resolution was carried unanimously.

7.Any Other Business

Nil.

8.Meeting Close: There being no other business, the Chair closed the meeting at 10:15am.

APPENDIX 1

PRESIDENT'S REPORT

19 October 2017

Welcome, and thank you for your attendance. I am pleased to present to you my annual report as President of Coonawarra Vignerons Association.

I would like to thank our Independent Chair; Peter DeGaris for his contribution, Peter has notified the board that due to increased commitments interstate he will be unable to continue in the independent chairs role.

I'd also like to acknowledge the significant contribution of retiring Board member Allen Jenkins. Allen has been on the board since its inception and was the inaugural president of the new association. It has been my pleasure to work with him; his knowledge and thoughtfulness has served the Board and indeed the whole Coonawarra community well and has created large boots to fill.

On behalf of the Board and members, I thank you Allen, and wish you the very best for the future in your expanded Treasury role.

This year has seen the Executive Officer transition from Heidi Eldridge to Olivia Nunn. Olivia has commenced her role running and has capably picked up the position and is further enhancing engagement with industry bodies such as Wine Australia, The South Australian Tourism Commission, Brand SA, PIRSA and the Great Wine Capitals Network, South Australian Wine Industry Association and Tourism Mt Gambier to name a few and I am sure our organisation will benefit from this important networking.

There seems to be a clear direction towards Wine Tourism and although we are not a Tourism body as such we can certainly work towards more tourism based experiences and opportunities.

A notable change in structure is the formation of the Grants and Strategy Committee. The Association has historically seen needs based committees being formed at short notice, previously to deal with issues like indenture bills, Water Allocation Plans and Fracking inquiries. This ability to move quickly and be proactive rather than reactive and deal with issues is a strength of the organisation. The Grants and Strategy Committee was formed largely due to the way that Government and other industry body's funds are disseminated and the structures and strategies that are used for funding and grant opportunities. It is pleasing to be able to report that that group has been successful in attracting significant funding in grants for the Association that will be reported on shortly.

We have finally moved into our new website which has taken considerable time and effort to move into the new shell, and it will be an evolution and a very positive advancement for the region not only from the public's point of view, but hopefully it has enhanced our ability to communicate with our members through the members portal.

You may recall that at last year's AGM it was reported that our *2016-18 Strategic Plan* and *Marketing Plan* were finalised. As part of this Fullers consulting have been engaged to create a Brand Activation Plan, this plan has eight strategies and forms the work plan for the marketing of the Association going forward, you may have seen videos and photographs being take over the Cabernet weekend and this is the beginning of content development.

I would like to acknowledge the work of the chairs of the Association's committees and subcommittees for the extensive work that is put in to running these committees.

Those chairs being

- Chris Brodie (Viticulture and Oenology Committee)
- Michelle Stephens (Cellar Door Events Sub Committee)
- Bruce Redman (Finance Committee)
- Emma Radis (Marketing Committee)
- Tim Bailey (Coonawarra Vignerons Cup Sub Committee)

I would also like to also acknowledge the work of Kirsty Balnaves, who is our regional representative on the Executive Board of SAWIA. Kirsty has been a strong regional voice for us. Chris Brodie has recently been accepted on to the ASVO Board and this representation outside of the region is important as it gives Coonawarra a voice in a wider wine viticulture community.

There is still a vacancy on the South Australian Wine Grape Growers Council should an independent grower be interested.

In terms of the future directions of the organisation, there is no doubt that there will always be challenges and communication is always at the top of that list. We have had to deal with some pretty significant issues and we will continue to do so, in order that Coonawarra's voice is heard where it counts.

I would like to thank our current Board, and various committee members, all who volunteer either their own time or their company's time to the many events that are held in and out of the region. This volunteer involvement is what makes Coonawarra and we need to foster its continuance. We are a unique organisation in that everybody who is a member of this Association is doing it because they see the benefits of the involvement, all other industry associations are covered by the Primary Industry's funding scheme where the membership is collected and distributed with government assistance.

I would also like to make particular mention of our Coonawarra Vigneron staff members: Olivia, Christine, Heidi and more recently Emma Rasheed. Individually they each make an important contribution to the efficient and effective running of our organisation.

Finally, my personal thanks to Michelle as Vice Chair who has been a great support to me as President. It has been an honour to represent Coonawarra the region and the people who make our region so unique.

Pete Balnaves

PRESIDENT

APPENDIX 2

TREASURER'S REPORT

19 October 2017

I am pleased to be able to report that the Coonawarra Grape and Wine Incorporated (CGWI) is in a sound financial position at the end of the 2016/17 Financial Year.

The Auditors Report for the 2016/17 FY for the CGWI Financials is included in the reports handed out today, and I will make the following comments regarding this report:

- The Auditor, in his covering letter, lists a number of action items. These were relatively minor and have all been rectified.
- The audited CGWI Profit and Loss Statement shows the organization operated at a deficit of \$12,143 for the year, which is in line with the budgeted deficit of \$12,000.
- CGWI currently have net assets of \$708,759.47 (audited), which includes two term deposits of \$109,968.89 and \$218,441.39. The amount invested in term deposits has increased by \$8,328 in the last financial year.
- The main source of income for the CGWI is member's fees, however, we were successful in gaining a number of grants to assist in running some of our projects.

The CGWI Board has ratified a Budget 2017/18FY. The Finance Committee developed this Budget using recently developed Strategic and Marketing Plans. There are some opportunities to apply for grants which will assist the CGWI in its Strategic and Marketing Plans. These grants are generally on a "dollar for dollar" basis. The Finance Committee believes the CGWI should take advantage of these grant opportunities even though it may require some use of our reserve funds. To allow for these grants we have budgeted for a deficit of \$28,620 for the 2017/18 Financial Year.

Whilst the Board is mindful of the fiscal constraints of the CGWI, the Board believes it is imperative we take advantage of these "one-off" grant opportunities to achieve the goals of our Strategic and Marketing Plans.

The recommendation from the CGWI Board is for a CPI increase membership fees for the 2018/19 FY.

Finally, I would like to pass on my appreciation to the CGWI office staff, who have been fantastic in keeping the financial records accurate and up to date. A special mention is due to Christine Lambert for her efforts, while there was a number of office personnel changes during the year.

I would also like to thank the members of CGWI Finance Committee (Michelle Stehbins, Allen Jenkins and Nick Zema) whose attendance at regular monthly meetings has been of great assistance to me.

I move that the Treasurer's Report be accepted, and the Annual fees for FY2018/19 be increased by CPI.

Bruce Redman

TREASURER

SAWIA Report – CGWI October 2017

About the South Australian Wine Industry Association Incorporated

The South Australian Wine Industry Association Incorporated (SAWIA) is not for profit industry employer association representing the interests of wine grape growers and wine producers throughout the state of South Australia. We are funded by member subscriptions, grants and fee for service activities.

SAWIA membership represents approximately 96% of the wine grapes crushed in South Australia and about 36% of the land under viticulture. Each major wine region within South Australia is represented on the board governing our activities. I am your Coonawarra representative for 2018, so I will sit on the Executive Committee and also the Project 250 committee and I thank you for the opportunity to continue to represent you.

It has been a year of increasing and significant change for our industry, for SAWIA, as we plan for and respond to the dynamic environment that is the wine industry. This change is complex and often unpredictable and permeates through businesses, regions, our state-wide industry and the global market which is so important to sustainable and profitable growth.

SAWIA continues to work towards an industry representation model that works for and supports long term industry needs and leads to better outcomes for our members, we remain financially strong and dedicated to improving outcomes for the benefit of our members.

Organisations SAWIA engage with (and acronyms)

- State Government and government bodies- PIRSA, Brand SA, Great Wine Capitals, SATAC and Ministers – State and Federal
- Wine Grape Council of SA (WGCSA)
- Vine Health Australia (formerly Phylloxera Board)
- Australian Grape and Wine Authority – AGWA
- Wine Australia – WA
- Winemakers Federation of Australia - WFA
- Wine Grape Growers Australia – WGGA which is now Australian Vignerons or AV

What SAWIA has done for members and Coonawarra Grape and Wine for 2017?

- At the June Member General Meeting in Coonawarra, SAWIA released results from the inaugural South Australian wine industry snap shot. This is a comprehensive state-wide and region by region benchmarking report. The reports have been done region by region and will form a valuable reference point for SAWIA to formulate strategy and dialogue with government and other key stakeholders.
- A significant amount of time and Association resourcing has been demanded by national issues as we worked to achieve satisfactory outcomes in tax reform, and specifically the now imminent changes to WET.
- We have worked closely with Senator the Hon. Anne Ruston, Winemakers' Federation of Australia and Australian Vignerons on the complex process of changes to Wine Equalisation Tax and maximising the return for the industry with the federally funded \$10m Wine Tourism and Cellar Door Grant program (for those who "max out their WET rebate) and the \$50m Export and Regional Wine Support Package (over 4 years).

- Our relationship with PIRSA continues to yield positive results via a number of programs developed in partnership with SAWIA. This includes the South Australian Wine Industry Market and Industry Development Fund known as Project 250, the Agribusiness Growth Program and trade missions focussing on wine to the free trade markets of China, Japan and South Korea as well as Taiwan and India. We have also worked closely with PIRSA with the South Australian Wine Industry Development Scheme (SAWIDS),
- Significantly, together with our project partners PIRSA, SATC and BrandSA, we have concluded the first full year of our Great Wine Capital Global Network membership. The network has developed and introduced several projects, initiatives and programs with the objective of achieving excellence in tourism, business services and education within the renowned wine regions of the nine member cities or regions.
- The Great Wine Capitals program has created a number of opportunities for local wine businesses and I encourage Coonawarra to actively support all that it offers in the lead up to Adelaide hosting the Great Wine Capitals global AGM in November 2018.
- This work has come on top of the many state based operational and legislative issues that have been progressed. Major achievements in this area include liquor licensing reform, inquiry into the labour hire industry, understanding the electricity market (both pricing and security), natural resource management plan review and the Murray Darling Basin Authority Plan amendment.

SAWIA and Coonawarra

- Financially Coonawarra has secured directly from SAWIA Project 250 in cash:
 - **\$6,000.00 - Aim:** Collate our reactivation of Brand Coonawarra and its promotion – Fullers Brand Activation Plan.
 - **\$25,000.00 Aim:** “Digital Marketing Strategy” enabling the distribution of content video, editorial stories, photographs, infographics, podcasts via a range of digital channels including our website, Search Engine marketing, Facebook, Instagram, Snap Chat, and You Tube.
- **Total = \$31,000 in cash to Coonawarra Grape and Wine**

Upcoming events run by SAWIA

- 10 November – Risk management for winery events and also the CFS are presenting about bushfires and given the recent events in the Napa and Sonoma it is well worth attending.
- 29 November – SAWIA and the ATO are conducting a regional information seminar about the changes and transition period for WET. You can register through the CVA website.

Finally, I cannot speak highly enough of Brian Smedley and the team as SAWIA. They cover an increasingly broad and complex set of issues with a limited pool of resources to improve the outcomes for our members and industry. They are efficient, effective, approachable, highly engaged, highly regarded and continually support our industry at so many levels. Coonawarra as a region has a seat at the Board which is essential however; this organisation is run through individual and company membership. Coonawarra Grape and Wine does not contribute financially to the running of SAWIA but as a region we benefit through Project 250 funding and advocacy and I strongly encourage Coonawarra Grape and Wine members to consider becoming members of SAWIA

Kirsty Balnaves

COONAWARRA SAWIA REPRESENTATIVE