

DRAFT CGWI AGM Meeting Minutes		
Thursday 18 th Octob	per 3:00pm	Coonawarra Hall
Attendees	Kirsty Balnaves, Peter Balnaves (Balnaves of Co Bowen, Joy Bowen, (Bowen Estate – 1 vote); P Coonawarra – 1 vote); Sid Kidman (Kidman Wi (Patrick of Coonawarra – 1 vote); Steven Raidi Redman (Redman Wines – 1 vote); Jamie McD vote); Sue Hodder (Treasury Wine Estate: Lind Allen Jenkins (Treasury Wine Estate: Wynns Co Chris Brodie (Wingara Wine Group: Katnook E (AA & SC MacLeod); Kerry DeGaris (Minute Ta Grove Wines); Rae Clark (Scoble Pty Ltd); Pete Coonawarra – 1 vote); Sue Bell (Glenroy Wine Wines – 1 vote); Mike Harms (Petaluma – 1 vo Officer – CV), Heidi Eldridge (Marketing & Ever (Finance & Administrator – CV); Mark Edwards	Peter Weinberg (Brand's Laira ines – 1 vote); Luke Tocaciu is (Raidis Estate – 1 vote); Bruce Donald (Rymill Coonawarra – 1 deman's Coonawarra – 1 vote); Doonawarra Estate – 1 vote); Satate – 1 vote); Sally MacLeod (ker); Sean Murphy (Ladbroke e Weinberg (Brand's Laira makers Pty Ltd Bellwether ote); Olivia Nunn (Executive nts Officer); Christine Lambert
Apologies	Rebecca Trotter, Luke Trotter (Blok Estate of C (Wingara Wine Group: Katnook Estate – 1 vote Coonawarra); Paul Fitzpatrick (Graymoor Estat Patrick); Peter Barry (Jim Barry Wines); Shanno Innes, Melissa Innes (Innes J & M P/L Ottelia); Erica Kay (Parker Coonawarra Estate); Emma F Reschke (Koonara Wines); Gavin Hogg (Hoggie Kate O'Connell (Zema Estate); J Burston (Scob Brian Smibert (Whistle Post Wines); Natasha G Shannon Sutherland (Rymill Coonawarra); Chr Dennis Vice (Highbank Wines)	e); James Porter (Bundalong te); Vic Patrick (VJ & MK on Fullerton (L V Dohnt); John Kirsty Bailey, Dale Wyman, Raidis (Raidis Estate); Dru es Estate Wines); Nick Zema, le Pty Ltd); Angus Smibert, Gordon (Patrick of Coonawarra);
Proxy	Kirsty Balnaves (Scoble Pty Ltd – 1 vote, LV Do Balnaves (Zema Estate – 1 vote, Bundalong Ptv – 1 vote, Graymoor Estate Joint Venture – 1 vo Pty Ltd Parker Coonawarra Estate – Vote 1, Jin Redman (Innes J & M P/L Ottelia – 1 vote)	y Ltd – 1 vote, Highbank Wines ote); Emma Bowen (WD Wines
Minutes	Kerry DeGaris (KD)	

1.Independent Chairman's Report

Peter Balnaves welcomed members to the 2018 Annual General Meeting

2. Attendance and apologies

Apologies – as listed above, read out by Christine Lambert. No additional apologies from the floor.

3. Minutes of Previous Meeting.

The President invited questions on the minutes; however, no questions were raised. The President asked for a proposer and a seconder for the 2017 minutes.



Resolution 1. The minutes of the Annual General Meeting held on 19 October 2017 are approved as a true and accurate record of the meeting.

Proposed: Peter Weinberg

Seconded: Allen Jenkins

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 2018, and read it accordingly (refer to Appendix 1).

Resolution 2. The President's Report be accepted.

Proposed: Peter Balnaves

Seconded: Sid Kidman

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 to 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 2018, together with the Profit and Loss and Auditors' Report thereof, are approved.

Proposed: Bruce Redman

Seconded: Emma Bowen

The Treasurer's Report was carried unanimously.

Members were advised that there is an e-vote on the LCGWC Hectare Levy proposed increase from \$0.77/hectare to \$2.00/hectare to provide a balanced budget. Note the outcome of the E-vote that will be shared at the AGM on 20 November directly impacts on CV member fees.

Resolution 4. The CGWI fee structure for 2019-20 will increase in-line with the Nov 2018 LCGWC AGM levy proposal to a maximum of \$2.00/hectare.

Proposed: Chris Brodie

Seconded: Sally MacLeod

The resolution was carried with the suggestion of further explanation and review with LCGWC and one objection from Sid Kidman.



4.3 Executive Officer's Report

Resolution 5. The Executive Officer's Report be accepted (refer to Appendix 3).

Proposed: Peter Balnaves

Seconded: Joy Bowen

The resolution was carried unanimously.

4.4 SAWIA Board regional representative report

A presentation about SAWIA services and benefits of membership was made by Kirsty Balnaves (Refer Appendix 4).

5. Election of Directors

Mark Edwards (independent scrutineer) indicated formal nominations had been received (by COB Tuesday 16 October) from 9 people this precluded the need for an election and the following people were elected to the 2018-19 Board:

- 1. Peter Balnaves nominated by Bruce Redman; seconded by Brett Sharpe
- 2. Bruce Redman nominated by Kirsty Balnaves; seconded by Nick Zema
- 3. Joy Bowen nominated by Peter Balnaves; seconded by Nick Zema
- 4. Peter Weinberg nominated by Sam Flint; seconded by Amy Blackburn
- 5. John Innes nominated by Pete Balnaves; seconded by Luke Tocaciu
- 6. Ben Harris nominated by Sue Hodder; seconded by Gail Sims
- 7. Luke Tocaciu nominated by Peter Balnaves; seconded by Nick Zema
- 8. Tony Gleeson nominated by Sue Hodder; seconded by Daniel Redman
- 9. Sally MacLeod nominated by Peter Balnaves; seconded by Brett Sharpe

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

Vice President: No nominations received. Board to decide at the next board meeting on 25 October 2018.

Treasurer: Bruce Redman nominated by Kirsty Balnaves; seconded by Nick Zema. There being no other nominations: Accepted.

Appointment of Public Officer: Allen Jenkins will continue in this role. 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: Tony Gleeson

The resolution was carried unanimously.

COONAWARRA



7.Any Other Business

Nil.

8.Meeting Close: There being no other business, the President closed the meeting at 3.55pm.

SEE ENCLOSED

APPENDIX 1 – President's Report

APPENDIX 2 – Treasurer's Report

APPENDIX 3 – Executive Officer's Report

APPENDIX 4 – SAWIA Report





President's Report 18 October 2018

Welcome, and thank you for your attendance, I am pleased to present to you my annual report as President of Coonawarra Vignerons Association. It again has been a big year for the association, with many achievements since our May 2018 General Meeting and October 2017 AGM. The following has been achieved outside our annual events:

- Optimising irrigation in Coonawarra vineyards to enhance vineyard water use efficiency and grape and wine quality of Cabernet Sauvignon – Funding Report October 2018
- Hosted NZ SIP Visit September 2018
- Re-secured SATC Funding from 2018 to 2020 for Coonawarra Cabernet Celebrations (CCC) August 2018
- Australian Cabernet Symposium 5 July 2018
- Project 250 Funded Project Delivered June 2018
- Assistance with resourcing and facilitation of Winery Walking Trails Funding Reporting June 2018
- Vinexpo Hong Kong Regional Bar and Masterclasses May 2018
- Cellar Door Festival Regional Presence, Masterclass and Blind Tasting March 2018

The Annual Events, include:

- CCC October 2018 (mid festival, resecured funding for three years and growing attendance)
- Roadshow August 2018
- Cellar Dwellers July 2018 (Note discontinue CV hosted event and redirect funds to promotion of month long festival)
- Financial Support to the Penola Coonawarra Arts Festival May 2018
- Promotional Support of Coonawarra After Dark April 2018
- Coonawarra Vignerons Cup 18 January 2018

The trend towards Wine Tourism rather than just a pure wine experience is strengthening and by some reports visitation in increasing with a higher spend. As a rough number on what we spend as an Association on collective marketing of the region it wouldn't be hard to get to a number of around \$600,000 plus through the events listed above and numerous other individual and Association events.

I would like to acknowledge the work of members of the differing sub committees and the extensive work that is put in to running these committees the chairs being

- Chris Brodie (Viticulture and Oenology Committee (VOC))
- Michelle Stephens (Cellar Door Events Committee)
- Bruce Redman (Finance Committee)
- Olivia Nunn Acting Chair, supported by Joy Bowen (former Marketing Committee, now Brand Reference Group)



- Tim Bailey (CV Cup Committee)
- Stuart Sharman (Providing support to VOC sub committees)

I'd like to also acknowledge the work of our members who sit on bodies outside of the region usually at their own expense they are:

- Kirsty Balnaves, who is our regional representative on the Executive Board of SAWIA. Kirsty has been as strong regional voice for us, and
- Chris Brodie who has recently been accepted on to the ASVO board.

This representation outside of the region is important as it gives Coonawarra a voice in a wider wine and viticultural community.

The organisation is always evolving to meet changing needs as issues arise. Two examples of this are:

- The water resources group is now back in play as a response to the change in State Government and review of science that instigated the water allocation cuts in zones across our catchment.
- The marketing committee is evolving towards a marketing reference group now that the marketing plan has set the future directions of the organisation.

There is no doubt and always will be challenges of communication. Communication is always at the top of that list. We have some pretty significant issues to navigate and we will continue to do so in order for Coonawarra's voice to be heard where it counts.

It has also been a sad year for the region in the passing of two of the long-term residents of the Coonawarra community.

Wayne Stehbens held the position of President/Chair of the Association and was always ably assisted by Michelle. Wayne was also very involved in the early years of the Cabernet Barrel Series particularly when the event moved to Katnook. Wayne was a staunch regional voice when travelling overseas and his work promoting Coonawarra to a wider audience overseas was significant. His contribution to the region and our community is well known by those who knew him.

It would be remiss of me not to mention my mother Annette, as the first Executive Officer for the Association and her time on Limestone Coast Tourism and many other committees and bodies both locally and at a State level over the years promoting Coonawarra.

The significant contribution of two retiring Board members, Michelle Stehbens and Nick Zema also needs to be recognised. Michelle and Nick's Association input has been both long and extensive. Michelle through President and Vice President of the Association and Cellar Door Events and Roadshow Committees most recently, along with many other numerous committees, event and functions promoting Coonawarra.

Nick's input through the Finance Committee most recently, and he has also held the position of President of the Association, plus numerous other roles on Association committees in the past. The importance of getting involved and doing the hard yards is what I believe the region is built on.



To use an old phrase "It's not what the region can do for you, it's what you can do for the region.". Both Michelle and Nick epitomise this "can do" and be involved attitude, both during and outside of work time. It has been my absolute pleasure to work with both of these people and on behalf of the Board and members, I thank you both.

I would like to thank our current Board, and various committee members, all who volunteer either their own time or their companies 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 their involvement. It is worth mentioning we are the only region that is membership funded not levied through a government scheme, so we continually have to prove benefits of membership.

I would also like to make particular mention of our Coonawarra Vigneron staff members, which include Olivia, Christine and Heidi.

The staff individually and collectively make an important contribution to the efficient and effective running of our organisation and achieving our goals. An organisation that I feel is batting well above its weight in terms of capacity to achieve with limiting budgets.

The professionalism that the office now runs at is unprecedented, the office is already overcapacity in my opinion and I think any member who sees the volume of output and communication that comes from the office would have to agree. In turn we have to treat the office with professionalism and positivity it deserves to achieve our collective goals to do the best for Coonawarra as the Coonawarra Vignerons.

Finally, my personal thanks to Michelle as Vice President and to those who have been a great support to me as President. It has been an honour to represent Coonawarra.

Peter Balnaves

PRESIDENT



Treasurer's Report 18 October 2018

I am pleased to able to report that Coonawarra Grape and Wine Incorporated (CGWI) trading as Coonawarra Vignerons is in a sound financial position at the end of the 2017/18 Financial Year.

A copy of the Auditor's Report, including the audited CGWI financials for the 2017/18 FY, has been handed out today. I would like to make the following comments regarding this report.

- The Auditors Reports recommends the Receivables owing for more than 90 days be reviewed and collection procedures be enacted. This recommendation will be carried out, and any amounts unable to be collected will be considered bad debts.
- The Profit and Loss Statement shows the CGWI returned a surplus for the 17/18FY, of \$42,928.88 against a budgeted deficit of \$20,330. There are two reasons for this larger than expected surplus:
 - 1. The CGWI purchased a new vehicle last Financial Year at a net cost of \$21,440. As the organisation was short of cash when the payment fell due, the Finance Committee authorized \$25,000 to be transferred from one of the term deposits into general revenue, thus showing as income.
 - 2. The 2018 Coonawarra Cup race day was budgeted to break even, but in fact returned a surplus of around \$28,000.
- CGWI currently have net assets of \$739,083.53 (audited), which includes two term deposits of \$87,607.55 and \$224,546.37. The net assets have increased by \$42,416.79 over the 16/17FY.
- The main source of income for the CGWI is member's fees, however, the CGWI has successfully applied for a number of grants this year. There has also been some significant sponsorship for the Cup and the Cabernet Symposium.
- Membership Subscriptions are CGWI's major source of income so we need to encourage all eligible entities to join.

The CGWI Board has ratified a budget for running the CGWI for the 2018/19FY. The Finance Committee attempted to frame this budget to better reflect our actual fiscal position. Thus the 18/19FY budget forecast is for an \$8,890 deficit.

Finally, I would like to pass on my sincere appreciation to all the CGWI office staff for their efforts in keeping accurate and up to date financial records. I would especially like to thank Christine for her diligence in the day to day financial duties.

I move that the Treasurer's Report be accepted.

Bruce Redman

TREASURER



Executive Officer's Report 18 October 2018

Terms of Reference

The Executive Officer (EO) is a salaried staff member that is accountable to the Board reporting directly to the President and Independent Chair (when in position) and responsible for:

- In this capacity the Executive Officer is responsible for the implementation of the <u>CGWI</u>
 <u>Strategic Plan 2016-2018</u> and the <u>Coonawarra Brand Activation Plan</u> and all subsequent grants that are successfully applied for.
- Governance of CGWI and point of contact for Committees and Board.
- Responsible for Marketing and Public Relations.
- Oversees Event Management.
- Oversee Social Media and website.
- Manages team of 2 including Finance Administrator Assistant (FAA) and Events and Marketing Officer (EMO)

Achievements

- Events conducted in accordance with the annual events calendar.
- Vinexpo Hong Kong including Regional Bar and Masterclasses refer to report that was shared electronically thereafter.
- Successfully delivered the Project 250 and PIRSA funded digital content grants.
- Successfully delivered the Cabernet Symposium including positive feedback.
- Built Relationships with government stakeholders including Wine Australia, State
 Government (included hosting Liberal Government directly following the election) and Local
 Government including across border relationships.
- Assisted and key contributed to the Wine Australia Export and Regional Wine Support
 Package (ERSWP) Grant Application that was successful in securing a total of \$375k with the
 input of PIRSA's funding of \$125k. As part of the Interview Panel the Mixed Dozen Project
 has appointed a Project Manager Toni Duka.
- Great Wine Capitals willingness to host technical tour and provision of Itinerary.
- Hosted NZ SIP Visit including a Langton's Classification.
- Revising the advertising strategy for an annual focus in order to gain better awareness.
- Generated events with a break even result or positive outcome in order for the Association
 to deliver more benefits for the members. Note while Roadshow may appear as a financial
 deficit it has several assets that have been developed that can be quantified showing a
 significant difference in the outcomes see Roadshow Report for the outline
- CCC 2018 Fact Sheet Developed to assist with consistency in Cellar Door provision of the month.
- Reviewing Cellar Dwellers financial commitments to better use finances promoting the region wide events for member benefit.
- Assisted with the weather station look and feel on the website changes to improve ease of access and use.
- Provided options to members to have one to one sessions with website usage.
- Correspondence continues weekly to track and progress regional activities.
- Maintained Committees and stepped in as chair where required to continue progress. Note undertaking far more committee activities to build a tighter approach.
- Developed Risk Management Plans for events (Cup & Roadshow) to ensure that safety and risks are known and can be effectively managed by those responsible for the respective actions
- Overseeing social media presence.



- Board governance training scoped with SAWIA.
- Secured Presenting Partner for Coonawarra Cup that has been supported by Cup Committee and now subject to Board endorsement.
- McLaren Vale Famil Itinerary and confirmation of 20 member winery attendees. Post
 Meeting Note 18 members, 2 CV staff and the Mixed Dozen Project Manager total of 21.

Work In Progress (note all subject to resource capacity)

- Project 250 Grant Application for submission in December as 22 October is a tight deadline to achieve given current organisational priorities.
- Relationship Building continues and we are working closely to collaborate with other regions
- Great Wine Capitals AGM Technical Tour to Coonawarra on Monday 5 November and Wine Donations for Adelaide Tastings associated – refer to correspondence sent 16 October 2018.
- Overseeing events and building on these to increase visitation. For example Grape of Mirth Opportunity in January following cup and Cabernet Variety Event which we have commenced scoping with Margaret River.
- Propose a website raining session collectively at for example Wynns Coonawarra Estate / Coonawarra Hall or individually at a member's office to increase usage.
- Board Governance Training to be facilitated by SAWIA in November.

Budget

- Refer to Annual Audited Reports.
- Budgets can be reviewed in Committee Meetings.
- Note the Coonawarra Cup Profit.
- Cabernet Symposium delivered a profit.
- Cellar Dwellers delivered within Budget.
- Refer to Roadshow Committee Report for the explanation of the deficit.
- On track to deliver CCC 2018 within Budget and report within one month to SATC.
- Board Governance Training to be presented at next Board Meeting for approval of spend \$1000 to \$1,600.

Grants

- Delivered Project 250 and PIRSA Grants with reporting closed out.
- Assisted with reporting and financial management of the Winery Walking Trail.
- Willing to assist subject to resource availability support of winery grant applications for regional event benefit.
- Reviewing with Council opportunities to support local initiatives.
- Reviewing EDMG as EPP is no longer available to Associations for International activity.

Risks/Issues/Constraints

- Maintaining and increasing Members.
- Social Media that reflects a region approach note trying to fill void of tourism.
- Maintaining all CBD based advertising registers such as What's On, Brand SA (doesn't draw on ATDW).
- Professionally managing members expectations that vary greatly across the membership.

Opportunities

- Increase income streams via events, grants and potential to increase sponsorship.
- Increase members.
- Increasing governance, streamlining processes, tools and templates and managing the CV resources to focus on core Association service provision. Bringing it back to basics.



 Continue to provide benefits to members with assistance of the skills and expertise that reside in the CV Office. Please note however the capacity of the office is: EO 1 FTE, FAA 0.6 FTE and EMO 0.6 FTE.

Key points/actions for Members

- Membership Renewal Aim for return to office by 30 January 2019 to assist with a timely process to review promotion and events materials and preventing delays to the event schedule.
- Great Wine Capitals opportunities to attend regional event in both a tasting capacity and to share lunch as a user pay model, donate wines to be presented and potential for a member if available to assist Olivia on 7 November in Adelaide at the Regional Bar.
- ATDW All members with cellar doors or hosting events need to have ATDW.
- Members to demonstrate respectful communications and professional code of conduct.

Post Meeting Note:

- The weekly correspondence email out continues to be prepared for your benefit, providing information to assist you with your weekly planning and a thorough understanding of the Coonawarra Wine Region agenda, the following is captured:
 - 1. Member Priority Actions This Week
 - 2. Industry Opportunities, Workshops
 - 3. Website Access & Use
 - 4. Viticulture
 - 5. Event Promotion & Materials
 - 6. Social Media Content
 - 7. Quote of the week
 - 8. EO Update including CV staff availability

Olivia Nunn
EXECUTIVE OFFICER



SAWIA Report 18 October 2018

This year has been the first in a long time where a review of the SA wine industry from SAWIAs perspective is so broadly positive. While the dynamic nature, complexity and unpredictability of the wine industry remains ever present and we face the implications of a drier and warmer climate and continued challenges related to water and rising costs, our markets are strong and growing. The flow-on effect of demand lead growth is starting to show tangible signs.

Vintage 2018 data for SA

- Our total reported crush was 747,000 tonnes meaning that the overall volume declined by 13 percent compared with the previous year but marginally above the 10-year average of 739,000 tonnes.
- Most regions reported decreased tonnages and regions in the Limestone Coast were particularly hard hit by frost events with volumes estimated to be down by as much as 52 percent in some areas.
- The state crush for red varieties was 452,000 tonnes, 18 percent lower than the 2017 crush and the white crush production decreased by 6 percent to 295,000 tonnes.

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
- Australian Vignerons AV
- Currently there is an amalgamation being considered between WFA and AV.
- SAWIA's work that positively contributes to the way our industry is represented at all levels continues.

SAWIA is involved with the following:

- Industry / government liaison & advocacy engaging with new Government and Ministers
- Wine Equalisation Tax Reforms actively engaged with all aspects of reform completely operational from 1 July 2018
- \$50M Export and Regional Wine Support Package State Grant for SAWIA of \$1m matched by PIRSA = \$2m
- A State wine industry plan and the possibility of SAWIA/WGCSA collaboration
- Wine Industry Award advocacy for change and review
- Labour Hire Licensing Scheme actively engaging with the State Government
- Changes to the chain of responsibility requirements
- Seminars on Managing risks during vintage



- Continually engaging with Liquor licensing and issues with interstate RSA requirements, licence fees, transition to new licences
- Participating in SA Government missions supported to Japan, South Korea, Taiwan and India
- Developing SAWIA laneway events and pop-up events of which several Coonawarra members have participated in
- Managing the 365 daysofwineand food app
- Actively involved with Great Wine Capitals project and upcoming AGM in November
- Running NWETC Wine appreciation courses which we are currently looking at aligning with WESET
- Running the Cellar Door experience at the Royal Adelaide Show
- Producing the National Salary and Benefits Survey covering 58 wine positions
- Developing Environmental Compliance Guidelines
- Producing Leading Environment Practice papers
- Developing General Code of Practice for Liquor Licensing Risk assessment and management plan
- Delivering Agribusiness program
- Delivering Wine Industry Snapshot in conjunction with Bentleys.

SAWIA for the future

- We have a New Government, new Minister in every portfolio
- Producing and managing the \$2M tourism project.
- The Wine Industry Plan SAWIA and WGCSA
- Industry Development Funding \$1M over four years
- Engaging with developing issues of the Container deposit legislation and floor pricing in the NT, and the Health Lobby views in relation to wine and alcohol in general.
- As well as continuing education on Employee Relations, Work, Health & Safety, and Environment and the annual functions of the organisation

Interestingly, there are only 12 members of SAWIA from Coonawarra plus the corporates. Coonawarra as a region has a seat at the Board which is essential, however; this organisation is run through individual and company membership. The Coonawarra Vignerons does not contribute financially to the running of SAWIA, but as a region we all benefit. Given the amount of support SAWIA give Coonawarra I can only encourage those who are not members to consider joining the Association.

In closing, I cannot speak highly enough of Brian Smedley and the team at 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.

Kirsty Balnaves

COONAWARRA SAWIA REPRESENTATIVE