

From: [Olivia Nunn](#)
To: [John Innes](#); [Joy Bowen](#) (joy@bowenstate.com.au); [Luke Tocaciu](#); [Ben Harris](#); [Peter Weinberg](#); tony.gleeson@wynns.com.au; [Bruce Redman](#); "Pete Balnaves"; [Sally](#)
Subject: CV Board Meeting (30 May 2019) Meeting Record
Date: Thursday, 30 May 2019 2:37:00 PM
Attachments: [Innes01.Lang](#)
[CGWI Draft Budget 2019 20 FY Version 3.pdf](#)
[CVA Revised Museum Stock 130519.xlsx](#)
[130520 SAWIA Project 250 Grant Application_Coonawarra FINAL.doc](#)
Importance: High

Good afternoon,

In the interest of time, the minutes of today are below. Further to the agenda provided herein that was referenced and meeting was chaired by Olivia James.

We can confirm the following attendance and record of outcomes and we will now take the next steps for item 2.

Attendance

1. Sally Macleod
2. Luke Tocaciu
3. Tony Gleeson
4. John Innes
5. Olivia Nunn

Non attendance

6. Bruce Redman

Apologies from:

7. Joy Bowen away from COB 23 May 2019, returning Monday 17 June 2019.
8. Ben Harris – emailed position noted below
9. Pete Weinberg – emailed position noted below
10. Pete Balnaves – emailed position noted below

Our priority agenda items were to review and approve our:

1. Budget;
2. Decide on the recommendation to seek to spend \$25k with, or without the SAWIA grant being successful – detailed below for your consideration. Please note this is not an ongoing request it is based on a business need of our organisation's current digital capability gap and the intention is we clearly understand what spend is required to achieve results and whether this can be facilitated in house or do we need assistance thereafter.
3. The Finance Committee has provided further information for you to assess the CV approach to the museum stock.

Item 1. Budget

We discussed the budget that the Finance Committee reviewed in detail on 20 May undertaking value management highlighted in red to reduce the original deficit presented to Finance Committee of \$57,060 to \$29,060 (a reduction of \$28k) which reflects that we have realigned the marketing spend in events and the salary of our team member on leave in effect to cover the \$25k proposed Project 250 Project commitment and that the increase in spend is directly related to VOC projects commitments. See detailed information below labelled Appendix 1 – Budget Deficit Explanation & Background on \$25k commitment for SAWIA Project 250 Funding Application.

We went a step further in Version 3 of the Budget to validate budgeted line items, further reducing the forecasted deficit to \$26,714. The specific amendments to gain this \$2,346 saving are outlined below:

Income

- 4-2110 Interest Received CGWI Online Save – Decreased Interest Forecast
- 4-2200 Interest Received PEC Term Deposit – Increase to Interest Forecast
- 4-2300 Interest Received VOC Term Deposit – Increase to Interest Forecast

Expenses

- 6-2002 Workcover – No change
- 6-2003 Wages & Salaries – Slight increase not significant to warrant discussion
- 6-2004 Superannuation – Slight increase commensurate with salary increase
- 6-3109 Pest Control – Reduced by 50% if we cease Rentokil and bait via office

Net Loss reduced from - \$29,560 to \$26,714.

Budget versions circulated to Board:

- I. CGWI Draft Budget 2019 FY Version 2 excel working file
- II. CGWI Draft Budget 2019 FY Version 2 pdf file
- III. CGWI Draft Budget 2019 FY Version 3 pdf file (see attached) Summary of changes below:

Action: The Finance Committee proposes the Board consider the attached Budget and moves it's adoption.

Noted email responses:

Pete Balnaves – Comfortable with Budget.

Peter Weinberg – "Supports adoption of 19/20 budget."

The Board acknowledged that the Budget is a living document and it requires ongoing review. The Board discussed the value management that had been factored into the budget. Post Meeting Note: In response to Tony Gleeson's question regarding car insurance the increase of \$500 is reflective of the coolroom insurance. We note we have not reflected the income stream and will create a line item to report moving forward.

John Innes moved the Budget as presented in Version 2 be adopted and Luke Tocaciu seconded. All in favour. Passed.

Action: Olivia noted she is benchmarking our budget further and will share outcomes at the next meeting and acknowledged if we can seek funding to offset the cost of VOC projects we will.

Item 2. CV Board Decision Sought – CV seeks to access \$25k in 2019/20 Budget

I am seeking your support to access the \$25k we have in our budget to start working with Made with Moxie, their proposal is also attached *Coonawarra – Proposal – MWM-min.pdf* and this was referenced for our Grant Application.

We can enter an agreement with them as an open book relationship to see what we can achieve this year and determine what spend needs to be allocated moving forward.

The reason I am seeking this advance access is there is a need to move quickly due to lead time into our events. This has been flagged above.

Please feel free to raise any questions by return email direct to me. I can then consolidate responses and reply to all for decisions to be made on 30 May 2019.

Please note if we do reach a decision that this investment can be made I can meet with the consultant in Melbourne as part of my visit to Good Food and Wine Show and the meeting with Margaret River EO.

I thank you for your time to consider this recommendation for the success of our events calendar and importantly to attract the audience to our Coonawarra events.

Action: CV Board to discuss to confirm if it possible to draw on \$25k allocated without approval from SAWIA and noting we could result in the same net deficit with half the project delivered.

Noted email responses:

Pete Balnaves – "I agree with proposal one to spend the extra \$25k. I realise the budget is tight, but we need to keep ahead in this space as it is moving very quickly."

Pete Weinberg – "Supports the request."

Ben Harris – "I support the proposed grant application if the \$25k CV contribution have been sourced within the current budget."

Joy Bowen – Reviewed the grant application and defer to Olivia and Finance Committee for the costings.

CV Board discussed the project and all were supportive acknowledging the timing and constraints presented. Sally suggested and sought as part of the deep dive and regional visit that the consultant presents to Board. ON acknowledged this request and noted that the outcomes of the audit could be shared with the approach of the outcomes and it is desirable to have region wide education where possible.

Sally Macleod moved and Tony Gleeson seconded the action to draw on \$25k allocated without approval from SAWIA and noting we could result in the same net deficit with half the project delivered. The consultant is to be engaged with a cap of \$25k until such time we have grant approval and notification to increase commensurate with the funding application to realise the outcomes where possible.

Action: Olivia to notify the consultant (Made with Moxie) and our approach is to share the funding application in the interest of transparency and to work through what is possible with the current \$25k commitment. It is noted that the consultant's investment may lead to ongoing work in regards to social media management, while this is not the original intention but it will be scope that we can consider. Olivia is in Melbourne on Friday and will stay on to meet with the consultant on Monday to go through the plan and allocation and to enable a fast track start given we are 10 weeks out from Roadshow.

Item 3. CV Board Decision Sought – CVA Revised Museum Stock

Bruce and Nick undertook a stocktake of the CVA museum wines on 13 May 2019, see attached an updated stock sheet (and values).

The wines are currently in a secure spot at Zema and, if Nick is comfortable, it is proposed that we leave the wine there until such time as the CVA Board decides what to do with these wines.

Some of the bottles have a fair degree of ullage which may impact on both the value and quality of the wines.

This attached list was provided for Board for consideration at this meeting (noting there are some ullage issues).

We note there is potential to offset budget deficit with the sale of some wine.

We sought CV Board discussion to confirm what steps are to be taken with this stock. Noting also the insurance value of circa \$40k and any changes that need to be made acknowledging budget implications.

Noted email responses:

- Pete Weinberg – “Supports realising the value of this stock through targeted sales, also need secure storage.”
- Pete Balnaves – “I am in favor of selling the museum wines they were purchase in a different era of the Vignerons.”

The Board discussed the wine and need to sell wines that are showing market value with others of strategic regional benefit to be maintained and a use specified.

John Innes moved and Sally Macleod seconded for Bruce Redman to remain involved in the wine sale process and that the office seek Langton's to undertake a valuation of the wine list for next steps to be determined.

Action: ON to consult with Bruce Redman prior to sending list without prices to Langton's.

Item 4. Other Business

4.1 SAWIA Report tabled for CV Board Information and noted that the grants are being reviewed in a meeting in Adelaide today.

A good summary of Coonawarra Vignerons current status is reflected in our quarterly (March to May) SAWIA report attached, see file *190522 Coonawarra Report – March to May 2019 – Regional Association Meeting* word doc file. *Action: Board to be updated when we have approval of grant.*

4.2 Finances and Aged Receivables Noted that some members require letters to be sent out if payments are not made by COB tomorrow. 90+ \$7k. We may need to write off \$1,650 that was cup sponsorship. Acknowledged the write off of the last quarterly payment of the Kidman Wines P&E Membership \$994.59. P&L currently tracking actual deficit \$9,438.08 versus forecast \$8,890.00.

4.3 BOM follow up required to determine TAF and Naracoorte. Action: ON to follow up.

4.4 GWC Inbound Visit on 3 July 2019 and noted this was focusing on wine tourism with bios provided from Italy, France and Spain attending representatives. Looking at a presentation and round table Q&A with lunch at Fodder. Venue for presentation to be confirmed. Opportunity to be sent out to members on Monday 3 June 2019.

4.5 Wine Australia – Noted the Nordic Opportunity and the need to withdraw the Regional Tasting EOI based on user pay as we went from 5 wineries to 2 and needed 6 to qualify. Note next opportunity is the ProWine Shanghai. Again it will be presented as a User Pay opportunity. Noted frustrations in not always having costs to confirm with members to enable better decision making. This is beyond our control.

4.6 Biodiversity Enhancement Project Workshop held with 9 member companies represented. Work will now be closed out. Discussed whether sharing outcomes with members at large and noted that our preference was to do this via General Meeting in first instance. Advised that WGCSA announced the EcoVineyards insectary projects has been funded and Coonawarra is included as part of our \$3k commitment per annum for two years.

4.7 General Meeting All agreed we need to lock in a date. Proposed Thursday 20 June and breakfast format with egg and bacon rolls or alternative at the Coonawarra Hall – RSVP essential for catering. Invite sent to Board and we will now look at sending out invite to all Members on Monday 3 June. Post Meeting Note: PB following up on Water Allocation Plan attendance by Nikki Harrington and if this doesn't work for this date potentially another forum will be called in July aligned with the review. Either way an update will be provided in this forum.

4.8 Membership and approaching grapegrowers Tony noted that they had a resource that could share the membership benefits with Coonawarra Grapegrowers that are not members.

4.9 Next Board Meeting To follow the General Meeting on 20 June 2019 at the Coonawarra Hall with aim to finish by 10:30am.

The following were not discussed but circulated via email from Pete Balnaves:

4.10 Water Pete was at the risk assessment day for 3a last Thursday in Adelaide, it when better than expected, Pete was given time to explain number of things on behalf of industry, having Nikki Harrington in the room as our nominated expert with Glenn Harrington as 5a rep was well worth it. Groundwater dependent eco systems that have potentially been the big issue they now seem to be being dealt with pragmatically with the understanding that it is too late for most (we have in 3a lost over 1900 hectares since 1995 and only have 75 hectares left.) I am more optimistic that the cuts that are being held until this review has been done will be dropped at the end of the process as the science is not backing up the need to reduce allocations.

4.11 Coonawarra signage A list is being developed and wording for some of those sites is being developed. PB to prepare a list of suggestions and some wording for Board to review shortly.

Meeting closed: 9:50 am

Attachments

1. **CGWI Draft Budget 2019 20 FY Version 3 – pdf document**
2. **CVA Revised Museum Stock 130519 – excel file**
3. **190520 SAWIA Project 250 Grant Application_Coonawarra FINAL – word document**

Appendix 1 – Budget Deficit Explanation & Background on \$25k commitment for SAWIA Project 250 Funding Application

There are two reasons for the deficit presented:

1. Increase dollar spend on VOC projects, of which the Finance Committee has value managed \$10k reduction for VOC to consider their priorities. Note the VOC additions included herein are:
 - \$14,000 Berry Shrivel
 - \$3,000 Biodiversity Enhancement Project Federal Project with Mary Retallack – advice to follow on 24/5/2019
 - \$5,000 to continue the Rootstock Trial Wine Making process; and
 - \$5,000 for the Irrigation Optimisation travel costs of Vinay Pagay.

As we do not have any grants offsetting these costs they affect our bottom line.

We note that pest and disease monitoring \$5k-\$10k was previously approved as a variation service, however this is yet to be scoped and a consultant has not been confirmed.

Finance Committee felt comfortable allowing VOC to determine their priorities, noting the above additions factored into the budget that you have herein.

2. We have increased our marketing spend by \$25k (see budget income item code TBC that we can double this spend in expenses item 6-4111 to \$50k at an organisational cost of \$25k) in applying for this SAWIA Grant to address our Social Media Digital Capability Gap. See attached file *190520 SAWIA Project 250 Grant Application_Coonawarra Final.doc* that includes a breakdown of costs associated with this grant with a total project cost to CV of \$50k, however the good news should we be successful is our investment will be reduced to \$25k. Net impact \$25k.

We will not know the position on the grant until June and availability of funds is not until July, best case scenario – see application for a breakdown of cashflow sought from SAWIA.

We have flagged with SAWIA that we are seeking to make a start on this work in June, as we are looking to increase our social media on our three upcoming events, order of priority based on our need to convert:

- Cellar Door in the City in August
- Cellar Dwellers in July
- Cabernet Celebrations in October

Why? We need to maintain and enhance our Roadshow attendance and this means advertising in a different way to get new people to our events and then to continue the cycle by keeping them engaged long after and ultimately visiting our region. I have put in a target to attract an additional 532 people this year, this is super optimistic, given realistically we only have 9 weeks to achieve this with a consultant, if you agree to us at least spending our \$25k we have nominated in our budget, taking the risk that we will not:

Get the \$25k from SAWIA; and

Subsequently may not achieve as much as we set out to given our project could be halved if we don't land the budget.

Can we do nothing? I don't feel this is an option. We need to try and improve and my conversations with varying social media consultants has me nervous that if we do nothing we are at greater risk of having an even lower attendance than last year.

The project proposed is ambitious, given we have only 10.5 weeks until the Roadshow event, one month until Cellar Dwellers (however we did commit to spending \$3k on increased marketing) and if we hit go with the consultant on 30 May, realistically they start with us on 31 May 2019 / 3 June 2019. As you can see this does not leave us a long lead time. But it does transition us over to another social media consultant, who will take over our accounts and will require us to mobilise at a rapid speed. I am prepared for this and welcome the opportunity to explore what they can do for us.

Where are ticket sales at?

On 17 April 2019, ticketing sales commenced and we have sold as at 30 May 2019 **Melbourne 189** (158), **Sydney 132** (121), **Brisbane 95** (88), **Adelaide 96** (81) & **Perth 49** (42) – **Total 561** (490 Monday 27 May 2019 total).

How does this compare with 2018 and where do we need to be on 14 August 2019?

Here is a comprehensive breakdown of targets and it also includes a budget for advertising spend that we should be able to accommodate in our Roadshow budget, but it does leave us lean with how we will theme our rooms and the need for AV to activate live social at some venues. I am not banking on the increase revenue as timing is too tight to put that pressure on ourselves. Note in Budget the sum of items 6-4301-64310 Roadshow expenses are \$75,300 compared to \$75,271 itemised below.

Location	Attendance 2017	Attendance 2018	Target Paid Attendance	Current tickets sold	Tickets required to sell	Max Attendance of Venue	Target 2019 2019 BEP (\$44,55) on projected total costs	2019 Date	Public Time	Venue	Income projection on 2018 Actuals \$44.55 per ticket excl GST until 31 May 2019. Note we may extend for a week or two and then increase to \$50 per ticket excl GST	Venue Cost, inclusive of food	Social Advertising 10% of revenue to achieve difference	Theming, Glasses Travel Freight and incidentals total \$20k broken down below equally against each city.
Melbourne	446	387	600	143	457	600	584	Wednesday 14 August	5:30pm to 8:30pm	The Peninsula Central Pier	\$17,240.85	\$20,000	\$2,036	\$4,000
Sydney	265	307	350	114	236	400	450	Friday 16 August	5:30pm to 8:30pm	Sydney Town Hall	\$13,676.85	\$15,000	\$1,052	\$4,000
Brisbane	255	218	300	70	230	350	247	Sunday 18 August	2:00pm to 5:00pm	Moda Portside	\$9,711.90	\$ 6,000	\$1,025	\$4,000
Adelaide	225	284	400	81	319	500	290	Friday 23 August	5:30pm to 8:30pm	National Wine Centre	\$12,652.20	\$ 7,500	\$1,421	\$4,000
Perth	125	125	180	37	143	150-200	238	Sunday 25 August	2:00pm to 5:30pm	Henry Summer	\$5,568.75	\$ 6,000	\$637	\$4,000

Total	1,316	1,321	1,830	445	1,385	2050	1,809				\$58,850.55	\$49,100	\$6,171	\$20,000
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In addition to the Roadshow conversion required, we need to increase visitation to region during these festivals. We are currently relatively strong at facilitating in region events, but we need to attract the visitor to capitalise on all this hard work. This then generates results for our Coonawarra wine brands. You will have experienced this over the Arts Festival with so much happening, however we are not converting with people attending in region. This is a long lead activity and it is unlikely we are going to achieve results super quickly given the requirement to travel. However, we need to start reaching out to the market in a different way and communicating at a frequency that gets us results. I need further assistance to do this as I cannot be everything to everyone.

To get this traction we need to work with a resource that can help us, utilising social advertising to its advantage and I don't feel I am getting this value from our current spend just under \$2,000 per month excluding advertising budget with our current consultant.

It should also be noted that my business as usual activities have me at capacity and physically I am unable to deliver what is required to achieve the results we need and therefore we are at risk.

As you are aware we have tried to bridge resources with outsourcing very cost effectively our social media, but this isn't the only scope. We also need to be communicating via email with our database and holistically and revisit what we are doing for us to internally have a sound internal plan. I am super cost conscious as we do have a lean operating budget. Have faith that we will look at ways of minimising this spend moving forward, but we also need to benchmark what we are spending on our current activities and whether this is realistic.

Bests,

Olivia

Olivia James (Nunn)
Executive Officer
COONAWARRA 
 Coonawarra Vignerons
 69 Church Street
 Penola SA 5277
 08 8737 2392 • 0418 816 316
 

From: Olivia Nunn
Sent: Tuesday, 28 May 2019 4:41 PM
Subject: RE: CV Board Meeting (30 May 2019) - PLEASE READ & RAISE ANY QUESTIONS ASAP: Budget, Grant Decision Paper & Museum Stock Update for Feedback in advance of Thursday's Meeting

Good afternoon CV Board,

We promised you an update to the Budget and the current P&L, please find version 3 with the following line items validated, in summary:

Income
 4-2110 Interest Received CGWI Online Save – Decreased Interest Forecast
 4-2200 Interest Received PEC Term Deposit – Increase to Interest Forecast
 4-2300 Interest Received VOC Term Deposit – Increase to Interest Forecast

Expenses
 6-2002 Workcover – No change
 6-2003 Wages & Salaries – Slight increase not significant to warrant discussion
 6-2004 Superannuation – Slight increase commensurate with salary increase

6-3109 Pest Control – Reduced by 50% if we cease Rentokil and bait via office

Net Loss reduced from - \$29,560 to \$26,714.

Please note I have been delayed in updating the Vintage Report and will do this tonight from home. I was hoping to have more images to share – unfortunately said images have not been forthcoming as quickly as we would like.

Please see update below of those that can no longer attend this meeting and we are close to not having a quorum. I will touch base with Bruce and John tomorrow to canvas their attendance.

We appreciate you sending through your position on the decision items below at earliest opportunity tomorrow as we are on a critical path in the office and if we do not reach a decision on Thursday we will need to come back to the Board with another approach as I believe we will be at risk achieving what we need to out of Roadshow.

We are feeling confident that SAWIA will positively review our application on Thursday and if I can sound out their position, we will do our best to.

Bests,

Olivia

Olivia Nunn
Executive Officer
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 69 Church Street
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From: Olivia Nunn
Sent: Thursday, 23 May 2019 1:56 PM
Subject: CV Board Meeting (30 May 2019) - PLEASE READ & RAISE ANY QUESTIONS ASAP: Budget, Grant Decision Paper & Museum Stock Update for Feedback in advance of Thursday's Meeting
Importance: High

Good afternoon CV Board,

We have a quorum to proceed with our CV Board Meeting on Thursday 30 May 2019. Minutes will follow tomorrow.

Attendance

Confirmed from:
 1. Sally Macleod
 2. Luke Tocaciu
 3. Tony Gleeson
 4. John Innes (95% confident he can be there)

Tentative
 5. Bruce Redman (relatively confident he can be there)

Apologies from :
 6. Joy Bowen away from COB 23 May 2019, returning Monday 17 June 2019.
 7. Ben Harris
 8. Pete Weinberg
 9. Pete Balnaves

Our priority agenda items are to review and approve our:
 1. Budget;
 2. I am putting forward a recommendation to seek to spend \$25k with, or without the SAWIA grant being successful – detailed below for your consideration. Please note this is not an ongoing request it is based on a business need of our organisation's current digital capability gap and the intention is we clearly understand what spend is required to achieve results and whether this can be facilitated in house or do we need assistance thereafter.
 3. The Finance Committee has provided further information for you to assess the CV approach to the museum stock.

Budget

We present to you the budget that your Finance Committee reviewed in detail – see two versions depending on your level of interrogation:

- I. CGWI Draft Budget 2019 FY Version 2 excel working file
- II. CGWI Draft Budget 2019 FY Version 2 pdf file

This budget includes value management that occurred on Monday, see comments column. Please note we will validate this budget with actual forecasted MYOB figures on Tuesday 28 May 2019 and re-circulate.

As we are presenting a deficit, along with new spend items, we consider it critical that all Board review the attached documentation and if you have any questions to please raise these ASAP, for us to be in a position for decision making for this our next meeting.

There are two reasons for the deficit presented:

1. Increase dollar spend on VOC projects, of which the Finance Committee has value managed \$10k reduction for VOC to consider their priorities. Note the VOC additions included herein are:
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Where are ticket sales at?

On 17 April 2019, ticketing sales commenced and we have sold **Melbourne 143** (115), **Sydney 114** (97), **Brisbane 70** (49), **Adelaide 81** (43) & **Perth 37** (24) – **Total 445** (328 last week total).

How does this compare with 2018 and where do we need to be on 14 August 2019?

Here is a comprehensive breakdown of targets and it also includes a budget for advertising spend that we should be able to accommodate in our Roadshow budget, but it does leave us lean with how we will theme our rooms and the need for AV to activate live social at some venues. I am not banking on the increase revenue as timing is too tight to put that pressure on ourselves. Note in Budget the sum of items 6-4301-64310 Roadshow expenses are \$75,300 compared to \$75,271 itemised below.

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If you identify any further value management opportunities in our budget, please feel free to raise these.

Action: The Finance Committee proposes the Board consider the attached Budget and moves it's adoption.

CV Board Decision Sought – CV seeks to access \$25k in 2019/20 Budget

I am seeking your support to access the \$25k we have in our budget to start working with Made with Moxie, their proposal is also attached *Coonawarra – Proposal – MWM-min.pdf* and this was referenced for our Grant Application.

We can enter an agreement with them as an open book relationship to see what we can achieve this year and determine what spend needs to be allocated moving forward.

The reason I am seeking this advance access is there is a need to move quickly due to lead time into our events. This has been flagged above.

Please feel free to raise any questions by return email direct to me. I can then consolidate responses and reply to all for decisions to be made on 30 May 2019.

Please note if we do reach a decision that this investment can be made I can meet with the consultant in Melbourne as part of my visit to Good Food and Wine Show and the meeting with Margaret River EO.

I thank you for your time to consider this recommendation for the success of our events calendar and importantly to attract the audience to our Coonawarra events.

Action: CV Board to discuss to confirm if it possible to draw on \$25k allocated without approval from SAWIA and noting we could result in the same net deficit with half the project delivered.

CV Board Decision Sought – CVA Revised Museum Stock

Bruce and Nick undertook a stocktake of the CVA museum wines on 13 May 2019, see attached an updated stock sheet (and values).

The wines are currently in a secure spot at Zema and, if Nick is comfortable, it is proposed that we leave the wine there until such time as the CVA Board decides what to do with these wines.

Some of the bottles have a fair degree of ullage which may impact on both the value and quality of the wines.

This attached list is provided for Board for consideration at this meeting (noting there are some ullage issues).

We note there is potential to offset budget deficit with the sale of some wine.

Action: We seek CV Board discussion to confirm what steps are to be taken with this stock. Noting also the insurance value of circa \$40k and any changes that need to be made acknowledging budget implications.

CV Board Update For Information - SAWIA Report

A good summary of Coonawarra Vignerons current status is reflected in our quarterly (March to May) SAWIA report attached, see file 190522 Coonawarra Report – March to May 2019 – Regional Association Meeting word doc file.

Action: Provided for CV Board information.

I'll be back in touch with minutes tomorrow and look forward to gauging your positions via return email for us to be best placed to make decisions.

Bests,

Olivia

Olivia Nunn

Executive Officer

COONAWARRA \

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