



**SOUTH AUSTRALIAN WINE INDUSTRY**  
ASSOCIATION INCORPORATED

CREATING AN ENVIRONMENT  
WHERE SOUTH AUSTRALIAN  
WINE CAN GROW



THE SOUTH  
AUSTRALIAN WINE  
INDUSTRY  
ASSOCIATION

A VOICE FOR SOUTH AUSTRALIAN WINERIES SINCE 1840



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# A MESSAGE FROM THE CHIEF EXECUTIVE

The association is proud to strongly represent its members in all key issues impacting on the wine industry, while actively promoting the South Australian wine industry and enhancing opportunities for members.



The South Australian Wine Industry Association's (SAWIA) recognition as the peak body for the wine industry representing the interests of wine grape growers and wine producers in South Australia is essential to ensure not only the voice of the wine industry is heard, but also that SAWIA is considered as the 'go to' organisation when something 'about wine' needs input.

That recognition allows SAWIA to show leadership and represent the interests of members. It also allows SAWIA to act on advice and information provided and to develop new or updated products and services. There are also market and promotional opportunities that have been directly raised with SAWIA that have been of benefit to members including introductions to buyers and distributors.

The association is proud to strongly represent its members in all key issues impacting on the wine industry, while actively promoting the South Australian wine industry and enhancing opportunities for members. SAWIA's activities are underpinned by a solid foundation of support from each of our members.

We focus on understanding the important issues confronting your business and then acting effectively to be your voice in the many forums representing members. Essentially, members are the association and your active engagement is critical to our success.

SAWIA believes that it is important to know the views of members, about the services we provide and how we are performing. This is crucial for a service organisation to understand what services are valued by members and where and how we can improve. The valuable feedback we receive from members reflect on the importance of the services provided as well as ensuring that SAWIA is in alignment with member expectations.

A handwritten signature in black ink that reads "Brian Smedley".

BRIAN SMEDLEY

## SAWIA

### Member Benefits

Achieve best possible outcomes for your wine business through SAWIA's strong leadership and advocacy

Receive accurate, friendly and timely advice on employment and workplace safety issues

Stay informed and prepared through our workshops and seminars

Build your brands through exciting promotion and market development opportunities

Keep up to date about crucial industry news and issues that affect your business





THE SOUTH AUSTRALIAN WINE  
INDUSTRY ASSOCIATION

# REASONS TO JOIN

WE SUPPORT OUR MEMBERS  
FROM THE VINEYARD TO THE GLASS



## Representation & Leadership

We work with government and other bodies to make sure that the industry's point of view is being heard.

We influence government policy by representing and advocating for what the industry wants. We work with government and collaborate with other bodies to achieve the best possible outcome for members across a broad range of issues impacting their wine businesses. We are the first point of contact for industrial relations, work health safety, environment, water, liquor licensing, agricultural land protection and marketing.



## Advice & Information

We support our members with advice and information to ensure their businesses are safe have up to the date information.

We provide advice and information on industrial relations and employment matters, environmental legislation and workplace safety and liquor licensing, so that our members can focus on their grape growing and winemaking operations.

SAWIA's specialist staff provide skills, advice and assistance when you need it. Member wineries receive one on one advice on many issues free of charge, with reduced member rates on our consultancy services.



# Promotion & Market Opportunities

We tell the story of South Australian Wine through a series of domestic and international promotional programs, events and consumer wine classes.

SAWIA works to promote awareness of South Australian wine throughout the world. We are involved in government outbound and inbound missions and events that interface with trade and the public. Our National Wine Education & Training Centre has run consumer wine classes in South Australia since the 1950s and we run a series of consumer facing special events throughout the year.



# Environmental Programs & Representation

We promote and support environmental sustainability of our productive rural landscapes.

We keep members educated and informed about a multitude of environmental regulations. SAWIA represents members on issues such as electricity pricing, water, mining and climate change. We advocate for favourable outcomes that are science based, environmentally sustainable and economically feasible. We assist member wineries with advice on sustainability and resource efficiencies and promote best practice through our Environmental Excellence awards.



# Training & Development

We strengthen your business through education and a broad range of wine industry specific training in your region.

The business landscape in the wine industry is increasingly demanding. Our programs of workshops and seminars provide practical advice and information, offer strategic solutions and help you develop your own in-house systems and knowledge. Our expertise includes work health and safety, environment, liquor licensing, industrial relations including dealing with labour hire. You will gain access to guidelines, toolkits, wage sheets, news bulletins and website resources that help you stay abreast of the latest industry developments.







# THE SOUTH AUSTRALIAN WINE INDUSTRY... at a glance

"The SAWIA team add great value to the industry ... It is not only their members, but the industry at large, that benefits from their great work." Will Taylor



**\$2.35 BILLION**

The South Australian Wine Industry is worth \$2.35 billion to the state's economy



**MORE THAN 700 WINERIES**

The number of South Australian wineries has grown from 308 in the year 2000 to more than 695 in 2017



**530 MILLION LITRES**

Our 18 wine regions produce 530 million litres of wine. The equivalent of 710 million bottles



**8440 EMPLOYED**

Our industry employs 8440 South Australians in grapegrowing and winemaking



**75,600 HECTARES**

There are 75,600 hectares of grapes planted in South Australia



**747,000 TONNES**

The total 2018 wine crush in South Australia was represented 42% of Australia's total



**\$1.72 BILLION EXPORTS**

We export 413 millions litres of wine worth 1.72 billion dollars (62% of Australia's total). Our largest exports markets are USA, UK, China and Canada



**\$880 MILLION DOMESTIC**

Australians consume \$880 million worth of South Australian wine domestically per annum

## 18 WINE REGIONS

ADELAIDE HILLS, ADELAIDE PLAINS, BAROSSA, CLARE VALLEY, COONAWARRA, CURRENCY CREEK, EDEN VALLEY, KANGAROO ISLAND, LANGHORNE CREEK, MCLAREN VALE, MT BENSON, MT GAMBIER, PADTHAWAY, SOUTHERN FLINDERS, SOUTHERN FLEURIEU, RIVERLAND, ROBE, WRATTONBULLY



Our phone support service is staffed by highly experienced advisers who can answer your queries relating to Awards, and employment matters.

## PRACTICAL ADVICE WHEN YOU NEED IT

Workplace health & safety issues

Injury management & return to work assistance

Confidential ways to deal with difficult issues

Information on managing contractors & labour hire

Staff performance, development & management issues

Awards, wages & legislative updates

Auditing tools for legislative compliance

Liquor licensing & regulations

Workplace agreements & contracts of employment

“SAWIA provides me with the confidence that our WHS systems are in order. They assist our business by conducting an annual WHS audit that is tailored to meet our business needs and allows us to deal with issues we are oblivious to before they become a problem. Our business is dedicated to the WHS conditions for our staff and contractor services..”

Phil Reilly, Property Manager  
CMV Farms



Questions?  
To discuss  
membership  
opportunities  
or arrange a visit  
call 82229277

"SAWIA established a unique employment contract specific to our requirements. I recommend without hesitation SAWIA's excellent services..."  
Sam Scott, La Prova Wines

BECOMING A MEMBER PUTS YOU  
IN THE COMPANY OF  
GREAT SOUTH AUSTRALIAN  
WINERIES

# HOW TO JOIN

Download our membership  
application and calculator forms at  
[www.winesa.asn.au/home/join-us/](http://www.winesa.asn.au/home/join-us/)

Your subscription is calculated on  
three components.

1. Total hectares grown
2. Tonnes crushed
3. Value of wine sales in SA

There is a minimum subscription rate per  
annum and there is also a maximum. This  
process ensures an equitable spread of fees  
across all sizes of businesses.

## Membership

Membership is open to any person,  
firm or company, manufacturing for  
sale Australian wine, wine products,  
brandy, grape spirit or grape juice or  
growing winegrapes for the  
manufacture of such product.

## Associate Membership

Associate membership is open to  
persons substantially interested in the  
promotion of Australian wine or wine  
industry and in the production or sale  
by wholesale of Australian wine, wine  
products, brandy, grapes, grape spirit  
or grape juice, who, in the opinion of  
members, shall have aims or objects  
substantially the same as the aims or  
objects of the association

