

CGWI BOARD Meeting Minutes		
Thursday 26 November 2020		8.30am
		Zoom
Attendees	Peter Balnaves (PB) – President & Chair, Pete Weinberg (PW), Bruce Redman (BR) – Treasurer, Heidi Eldridge (HE), Sally Macleod (SM), Luke Tocaciu (LT), John Innes (JI), Ben Harris (BH), Tony Gleeson (TG), Paul Gordon (PG)	
Guest Attendee	Ben Gower, Wattle Range Council.	
Apologies		
Minutes	Heidi Eldridge (HE) Note PMN = Post Meeting Note	

2. Minutes of Previous Meeting

The emailed minutes of the meeting held on 21 October 2020 were moved by PW and seconded by LT as a true and accurate record. All in favour.

3. Outstanding Actions from previous minutes

Date	Action Items	Person	Deadline	Status
02.5.19 28.08.19	3.1 Board to consider Contributors / Icons Increased role in activities moving forward. Invites to be sent to patrons for upcoming event involvement. Refer to minutes prior to Sept. 24/9	Board Member OJ HE		Intention maintain the presence acknowledging the PR element of sharing more about the stories behind our patrons.
25.6.20 23.7.20 21/10/20	3.2 Storage of Wine PB Proposed National Trust Bond Store Building deemed suitable option by Board Members. PB Moved. All in favour. National Trust applying for Grant to get floor laid & electricity to the building. Rental fee minimal ca.\$100 per month. Museum wines to remain at Zema Estate. Combination of Mesh lined walls for individual bottle storage, and shelves (boxes) to be installed. Conflict raised – Pete Balnaves President of both organisations. Letter to be written to PB from CV. HE to write to submit.	PB PB HE	Wine stored currently at Zema to be moved after vintage 2020.	Membership wines to remain at CV office until such time National Trust building refurb is complete. NT Waiting for Grant to progress Letter of intent to rent Building send to National Trust.
1.08.19	3.3 Branding Document Create a Branding Document how to guide for members knowledge of COONAWARRA \.	OJ	ON HOLD	Put on hold. HE to follow up with ON.
24.1.19 28.2.19 27.06.19 28.08.19 31.10.19 28.11.19 23.01.19 27.2.19 21.5.20 25.6.20 23.7.20 27/8/20	3.4 Wattle Range Council Actions Discussed the priority needs of Coonawarra and suggested we request: <ul style="list-style-type: none"> \$15k Historical Signage \$10 Resurfacing of Siding CV to advance the sign project. Funding received from Wattle Range. PB presented the update on signs. BR feedback circulated via email during meeting and PB to incorporate. Three signs were shared for review. Two options respectively and agreed central header, one column and all ok with what was shared. PB to lead finalisation of remaining and stage the install. Sign frames are being galvanised. Six printed and to be installed. Negotiating where to be located. Awaiting further information on install to communicate to members. Updated delivery date to June commensurate with end of year. Note that signage created to date has been paid for. PB to share details with HE for Member Update to be shared. CV to become primary conduit for Northern side of with WRC for Southern Bypass. Penola/Coonawarra entrance signage under review. PB Meet with Steve Chapple – council seeking directive which organisation to deal with on behalf of region. PB to request specs of proposed tables and chairs for	PB PB	July	Signage to be finalised to deliver as funds have been received. Noted PB to lead and report in OJ's absence. Member update required in conjunction with install. Await final details to communicate. Awaiting letter from WRC Peter Halton PW to email WRC acknowledging sign repair – but follow up of Coonawarra entrance sign clean. Done. CV to continue to be the liaising partner for region PB to talk to Peter Halton

Date	Action Items	Person	Deadline	Status
24/9/20	siding land. Airstrip, approach WRC to withdraw Rates.	BR		Application for rate exemption submitted by BR.
27.06.19	3.5 Museum Wines. BR moved the motion to sell the museum wines seconded by LT. Review the barrel series wines and agree approach. Refer to minutes prior to Sept. 24/9 for more detail Action to be reviewed in January 2021.	OJ J& BR	January 2021	ON HOLD
26.09.19 28/8/20	3.6 CV Weather Station Refer to minutes prior to Sept. 24/9 for more detail Board supportive to modernising weather data approach. Weather Station access will remain accessible to CV members via the member page on coonawarra.org until alternative method found. Weather station connected to water level monitor. PMN: Zoom seminar "Weather impacts on the grape sector" attended by HL and PB. Concerns HL raised at the seminar were the quality and reliability of forecasts surrounding frosts and rainfall events and the lack of disease modelling particularly with powdery mildew. Suggestion for BOM to build a PM pressure predictor relevant to this region using indicators such as temperature, hours of overcast weather and humidity.	HE PB VOC		Email sent 29/6 to members. Responses collated for review. PB will talk to Tim to query accessing water level data. VOC Chair: HL to contact Vinay with a suggestion for a student to analyse the weather station data from the past 10 years.
24/9/2020	3.10 SAWIA Report Protocol Protocol for preparation of Regional report for SAWIA Regional Forum Meeting to be written. Contents of report not to divulge	HE/KB	December	ONGOING
21/10/2020	3.11 Grant Protocol & Register Noted there may be grant application in circulation that has not been formerly submitted by CV nor approved at Board level. Grant protocol to be written and shared with members. Grant register be developed for oversight of grants being applied for, status of existing grants and expiration of grants.	JJ HE	Nov 2020 Nov. 2020	Work In progress.
21/10/20	3.12 Trademark renewal Advice received by Lesicar Maynard Andrews, due Jan 2022 "Coonawarra Australia's Red Wine Centre". Cost \$1005 to renew through Legal Attorney. LT moved should the statement be maintained, renewal be done directly online for significantly lesser fee ca. \$400. JJ seconded. All in favour.	HE	Jan 2022	

4. Finance

Finance Papers & Update – BR provided an update on current balances of accounts and referenced the Finance Reports dated 24 November 2020 (P&L, Aged Receivables, Aged Payables & Balance Sheet). Noted that we are maintaining the need for quarterly membership payments and following up with those that are outstanding and open to payment plans where required.

3 Companies in 90+ Days to be followed up for payment.

Summary of Wine sales from e-commerce presented. Bearing in mind Liquor licence to be deducted, packaging and fulfilment fees. Made to Moxie monthly Payments monthly outgoing instalments for duration of the project.

BR Moved for Finance report to be accepted. SM seconded. All in Favour

(Maintaining for future reference - Financial Policy on Term Deposit – Further to the Finance Committee recommendation the motion presented was moved by JB and seconded by JJ previously:

The reserve that we are aiming to maintain at \$300k can to be drawn on if required during the extenuating circumstances of COVID-19 with the aim to keep this at \$250k and to replenish the funds back to \$300k where possible for future needs.)

Treasurer presented his update that was moved by JB and seconded by PW. JB reiterated the conditional access to additional funds that they be replenished as per the note above also with the policy.

PB raised question as to whether portion of Air Strip land shall be sold. Ca. 3.6ha.

- 4.1 Membership Update** – 2nd Quarter invoices issued with 25% reduction applied.
Lack of acknowledgement towards reduction of fees received from members.

4.2 Grants Update – Provided an update as follows.

- **Mixed Dozen Project – ON HOLD.** has received an extension due to the extensive disruption in particular for our region COVID-19 in any meaningful marketing of the itineraries. The project was due to complete in April. Steering Committee will continue and it is subject to approval that LCLGA Tourism will take over the role to maintain the www.limestonecoast.org.au wine trails and that all parties will consider financing contribution. PMN: There has been endeavours to have the international marketing redirected to domestic in light of current climate, however the Act is preventing this from occurring therefore Wine Australia are quite bound to the international marketing that will not be in a position to promote for some time.
- **SAWIDS (PIRSA) -Ecommerce Grant (\$60K)** Ecommerce store live with sale recorded set up, activation, automation and data management to be completed by Made with Moxie.
- **2020/21 SAWIA Project 250-** \$25K funding received. Project focus on post COVID Tourism Campaign- to tie into Ecommerce and drive traffic back to webpage to “Discover Coonawarra”. Core campaign to entice visitation to SWAP California for Coonawarra campaign. PR and roll out driven by Made w. Moxie/
- **SATC CCC** - New application is required in January 2021. Marketing plan for CCC October complete week ending 5 June 2020 to submit to SATC.
- **GWC** – Seeking inbound knowledge exchange bursary to assist with International Speaker/s for Cabernet Symposium in July/November 2021. On hold. Will email Brian Smedley pre leave to update. Not Discussed.
- **Landscape SA** (former SENRM Board) potential to apply for funds noting focus on drought resilience. OJ to email Kerry DeGaris pre leave also. Not discussed 21/10/2
- **PIRSA Drought Resilience** – Potential if Cabernet Symposium has a climate control component. No further progress due to COVID-19. Not discussed 21/10/20

5. Correspondence & Communication

5.1 Ben Gower, CEO Wattle Range Council, joined the meeting via Zoom at 8:50am to deliver announcement regarding funding for long awaited Rail Trail Project. Wattle Range Council have reserve funds of \$730,00 for an infrastructure project, which they want to put towards works to seal the railway line between Penola and the northern end of Coonawarra. Additional funding is being sought from SA and Federal Govt. to assist with project delivery. This project part of a larger initiative by the Marshall Govt. to create a Great Southern Bike Trail (Melbourne through to Adelaide). Proposal is to connect Penola to Naracoorte beginning on the railway line then north of Rymill to cross the HWY at Bellwether continuing through to Naracoorte. An extra \$1.3 M government funds needed to complete project.

Action: HE to provide CV letter of support towards application for additional funding.

CV to raise suggestion to WRC to upcycling the railway line waste for signage off the trail to wineries etc. to name one use.

5.2 Letter received from L.Trotter as CV Member apposing CV withdrawal RBCA membership. JI tabled that CV Association not a member of SAWIA, nor should it be member of RBCA. PW raised concern of potential conflict. The RBCA membership fee is not the concern. PB had prepared response on behalf of organisation. Perceived double dipping where grant funding may be concerned. RBCA an association for local businesses. CV Fully supportive of RBCA and encourage coordinated approach to complement one another. CV will continue to engage with the RBCA, and encourage members to join.

Action: CV president to respond to LT Email to clarify CV position.

5.3 AGW seeking nomination for Biosecurity Industry Liaison Officer for each region. To assist in identifying the right people to contact in the case of a biosecurity emergency in our region/State. Webinar training session being offered with ILO's encouraged to attend. Is considered important step towards ensuring AGW are better prepared in the instance of biosecurity emergency, and better positioned to have an industry voice and to manage the impacts. BH noted has put together emergency response plan for exotics.

Action: SM and HE to attend Biosecurity Industry Liaison Briefing on behalf of CV wed. 2nd December.

5.4 PB attended CESIERA meeting with Potato, Dairy, Forestry & Ag groups. Commissioned CSIRO to make communities feel more comfortable with Fracking and gas extraction. PB Noted that 6 meg of water sought for analysis. Expansion not desired. Industry to hold ground to not access recourse. Wells have been drilled in the region for over 25 years, however supply is limited. Industry position – not opposed to conventional gassing, however very much opposed to fracking. HE not to disseminate information.

5.5 State Grape Grower Council has had change in Chairmanship. Letter received via PB requesting seats/ representation from Coonawarra and Limestone Coast. Seat not desired to be filled. PB noted that they aren't providing any benefit to growers and have proposed increase levy from \$1 ton to \$8 a ton. Does not wish to condone behaviour, lack of strategic vision. PB has prepared draft Grape Grower Council response letter.

Action: Letter prepared to send to advise of CV position. HE to share with board members for comment post meeting, before being sent. PMN: Letter sent via email with supporting value document 7th Dec. 2021.

6. Brand Reference Committee (formerly Marketing Committee)

6.1 Update NIL TO REPORT// Last met on 13 May 2020. Group sought to revert to monthly meetings however given the current resourcing and priorities that we maintain every two months. PMN: Attempted to convene meeting on 3 June and only one member could attend and will revert to every two months from August which was supported by Board in May meeting.

7. Viticultural and Oenology Committee (VOC) Report

VOC Update – SM provided update on meeting held 15th September. Next meeting Tuesday 15 December.

CB Coonawarra Heritage Cabernet Selection preserving heritage vines.

Catastrophic Fire Danger Day- Individual wineries should be encouraged to have their own procedures in place. SAWIA working on Bushfire emergency response plan. HE to distribute when document is finalised.

CV to do everything possible to facilitate research for PHD students

Eco Vineyard Session hosted by Mary Retallick- 29th October (PM) at Penley Estate

Members shall be better updated on VOC research projects. Consideration to access Grant Funding to develop video snippets highlighting project. Rob Trammelling and Gretel Sneath involved in WRC funded industry videos.

SM in contact with Susanne McLaughlan about Phylloxera Outbreak plan. Vinehealth Australia are revising their plans. Once this is complete, it will be used as a template to develop a plan for Coonawarra.

71. Water – PB noted need to monitor for industry pressures in particular from forestry. Continuing to meet with other commodities to manage drainage across region. Ongoing.

Study opportunity for drainage systems. Water credits could be distrusted to all existing water users. Better understanding of how trees are using water.

Salinity Analysis: Coonawarra specific protocol document received by Neil Power 13/8/2 and shared with members, encouraging irrigators to submit samples. 2 to 5 wells to be sampled each year, twice a year (Pre vintage – Oct/Nov and During Vintage – Feb/March) to establish a reliable salinity trend over time. Samples can be anonymous.

7.1 Fracking – No further information.

7.2 BioSecurity – State govt reviewing all biosecurity in the state. Phylloxera ACT removed.

7.3 Climate Change – Proposed CV document to be produced on Coonawarra position on Climate Change focusing on positive actions. BH to liaise with VOC to gather info.– ie. Irrigation project, Eco Vineyards Biodiversity project. Wine Australia hosting dedicated regional webinars.

GMO outcome disappointing for the councils that submitted to be GMO free - Barossa, McLaren Vale and the Adelaide Hills were hoping to create an exclusion zone. Limestone Coast region has great difficulty to declare GMO free to due coexisting agriculture industry.

7.4 Outbreak Management Plan – Last edition dated 2013. SM to review and update.

7.5 Rootstock trial - Meeting with Trial partners held 15th July at Padthaway Estate. PB confirmed Vinehealth Australia happy to continue to contribute funding ongoing and TWE continue with trial site. Berry shrivel trial to move to rootstock trial site in 2022. Grass roots funding. \$15K endeavour funding remains. Earmarked to go into rootstock trial.

7.6 Berry Shrivel – Currently on hold and over 12 months plan the next project to recommence Vintage 2022 for multiple years. Project funding ceased for 20/21. Initial findings but still a body of work to be undertaken. SM to investigate circumstances surrounding withdrawal of funds towards this project.

7.7 Coonawarra Biodiversity Enhancement Project- CV have committed to \$3k per year to support EcoVineyard project endeavours for 20/21 21/22 and 22/23. Mary Retallick presented at General Meeting which was followed by a well attended field day at Penley Estate on Thursday 29th Oct. Involved growers gave brief summary of where they are at with all having planted trees and achieving good survival rates. Mary talked about the planning of projects explaining what needed to be planted, where and why. New Growers being sought for 21/22 period. EOI to be sent to members.

7.8 Coonawarra Clone – Chris Brodie has requested idea for a Coonawarra. VOC exploring options.

8. Industry Engagement

8.1 HE provided an update on industry (SAWIA, PIRSA, SATC, RDALC, Wattle Range Council, Tourism Mount Gambier and other Regions):

- SAWIA – SAWIA has continued to provide extensive support during COVID-19 directions and interpretations as a result of regulation changes etc. CV Regional Report to be submitted to regional exec rep before being presented for inclusion in regional. GMO – concern. Clean green marketing lost. Watching brief on McLaren Vale/ Barossa/ Adelaide Hills. Capitalising on ability to push through. Mixed Ag. Regional. CV supports SAWIA position. BH raised questions who mandates registration? Food standard act.
- Australian Grape & Wine – Attended Zoom call with Regions 15 Sept.
- Wine Australia- Prowine China to proceed with on ground reps. UK Australia Tastings in review. Chinese officials have told importers and distributors that there will be a ban on Australian wine imports from Friday 6 November. Wine Aust. Working with Austrade. Wine Marketing diversification.
- SATC- Attended Regional Visitation Strategy Review. PB to speak to Nick McBride to request for greater SATC Tourism Support.
- Tourism Mount Gambier – Maintaining contact through Mixed Dozen Project. Limestone Coast Destination Tourism + Marketing Plan 2025 being finalised for release. Limestone Coast Regional Guide to be reinstated.
- RDA – Rail review followed up. Outcomes were to be communicated in March 2020. PMN: Here is the link to the report - <https://www.rdalc.org.au/rdalc/news/rail-could-save-more-than-15m-a-year-in-local-freight-costs>

- WGCSA – Eco-vineyards continuing with \$3k commitment to trial sites in Coonawarra and workshop to be held in May deferred due to COVID-19. New field session date confirmed. 29 October

9. CV Executive Officer Activity Report

9.1 EO Verbal Update.

9.2 Cellar Door Event Committee Met on 18 November 2020. Discussions around CCC month. Pleasing feedback in regards to visitation and attendance at events despite COVID restrictions. Golf Day sold out with 26 teams/104 players. Fantastic day. Ca. \$850 profit gained from event. Decadence Speed Date event- held Sat. afternoon (not Friday night as per previous years) – successful but does require review for 2021. Mixed opinions from winemakers and attendees re. delivery and timing. CDE committee to consider of 2021 event. Cellar Door Visitation average 593 down from 815 in 2019. Survey Flyer responses up 406 from 212 in 2019 and 370 in 2018. Long weekend and school holidays busiest of all. CV have applied for Liquor Licence for RBCA Christmas Pop Up.

CV Christmas get together – save the date Thursday 10th Dec.

9.3 Cup Committee. Media Release to announce Marquee Cancellation shared 1st week November. Members encouraged to attend general admin. Tickets available from Moshtix online.

9.4 Roadshow Committee – 2021 Event to be discussed in January Meeting.

9.5 Australian Cabernet Symposium – Sub Committee met 19 May 2020 shared the position of Board and VOC with regard to priorities and the need to defer. All agreed with the approach and to meet in December following the ASVO and National Terroir Virtual Congress to review virtual and in region agenda and noted to advise LCFWC of position as this is subject to grant from Wine Australia and wish to defer the funding accordingly. Event unlikely to proceed in 2021 given ongoing uncertainties around COVID and international travel for guest speakers. EVENT DEFERRED TO 2022.

9.6 Resourcing – HE working remotely on Mondays. Office hours to remain the same (Tuesday – Thursday), with Monday to be worked remotely. OJ's on Mat. Leave. Periodical reviews to assess needs of CV and Olivia with a catchup between Pete and Olivia. Calendar invites to be placed in diary as a reminder prior to the Board Meeting of that month for an update to be shared.

9.7 Ecommerce Project – Coonawarra Online Wine Store Live. 20 packs sold to date. Automated EDMs prepared by MWM being sent to CV subscriber base. 24 CV P&E Members included in mix packs. Fee for Collab winery packs sold on CV Store to be considered. Board in agreeance that for the term of the project period (Feb 2021) any collab. packs promoted and sold on behalf of members would not incur fee. Walking Trail Pack to be launched 27th November. CV branded packaging available to purchase. (Walking Trail Packs to be packed and distributed by Walking Trail winery direct). Raidis Estate have accepted role of fulfillment provider. CV eparcel account finally activated. All orders now being processed via Ready to Ship attached to CV Eparcel account. HE moved motion for Urgent decision in relation to wine packs, offerings and PR (in response to market demand, date provided by MWM or media requests) to be made between HE & LT, without need to convene board meeting. JI seconded. All in favour.

9.8 COVID Recovery Tourism Campaign – “Swap California for Coonawarra/ Swap Paris for Penola” HE presented concept designs for Swap Campaign by MWM. Intent is to give people the essence of being transported to an international destination but not show them iconic landmarks. Intent to launch campaign following activation of CV Wine Store. Ideal timing around Vic borders reopening – date unknown. Given timing of SA lockdown, border closures and now period leading in to Christmas, MWM recommend deferring launch of campaign to January to entice visitation in 2021.

10. Welfare, Health and Safety (WHS)

10.1 Update : HE and CL working from office from Tuesday to Thursday. HE working Mondays remotely. Meeting of more than 4 ppl to be held external to office or via Zoom.

10.2 Risk Planning – Budget and Workplan to follow.

10.3 CV Shed – Internal Leakage in storage shed. PB to arrange plumber.

11. Membership

11.1 Membership update – Nil.

12. New Business

12.1 Signage – Remove Coonawarra Sculpture Sign. Replace with Coonawarra Siding. PB to talk to Inka.

12.2 John Riddoch Original Vine at Yallum Park, unknown what variety. PB moved that CV fund trial to conduct DNA test. Priced to be advised.

12.3 CV Roadshow 2021- Discussion to resume around event status in Jan. 2021.

Meeting Closed 10:22am

Next Meeting – Thursday 28th January, 2021 – 8:30am Brands Laira Coonawarra Board Room