

CGWI BOARD Meeting Minutes		
Thursday 24 June 2021	8.30am	Brand's Laira Boardroom
Attendees	Peter Balnaves (PB) – President & Chair, Bruce Redman (BR) – Treasurer, John Innes (JI), Tony Gleeson (TG) Paul Gordon (PG), Luke Tocaciu (LT), Ockert Le Roux (OL)	
Guest Attendees – Sub Committee Chairs	None	
Apologies	Sally Macleod (SM) & Ben Harris (BH)	
Minutes	Ockert le Roux (OL) Note PMN = Post Meeting Note	

## 2. Minutes of Previous Meeting

The minutes of the meeting held on 13 May 2021 were moved by BR and seconded by TG as a true and accurate record. All in favour.

## 3. Outstanding Actions from previous minutes

Date	Action Items	Person	Deadline	Status
24.6.21	<b>3.1 Board to consider Contributors / Icons</b> Patrons past and present profiles to be developed and put onto our website in recognition of their contribution. Portraits to be printed/framed and displayed on Bond Stoor interior walls. Recognition profiles to be developed for any long-serving members who made significant career contributions to the region. Put profiles on website, into member communications, and do a media release. Letters to go from CVA to Chris Brodie and Allen Jenkins to thank them for their service contribution.	Board Member  OL		Maintain their presence acknowledging the PR element of sharing more about the stories behind our patrons.
24.06.21	<b>3.2 Storage of Wine</b> Bond Stoor renovations completed, power connected, wine racks installed, building lined, with table. OL to sign the 3-year lease MOU with NTSA. NTSA secretary Kerry DeGaris signed on behalf of NTSA. Member wines will transfer from the CVA office to the Bond Stoor in July. Museum wines will remain at Zema Estate Consider an opening event in the near future to recognise sponsors Bendigo Bank, WRC and the Balnaves family. Discussion happened around future use of this facility. Members can hire facility at \$50 per event.	OL		Wine stored currently at CVA office to be moved in July after members donated 2021 wines.
21.10.20  24.06.21	<b>3.4 Wattle Range Council Actions</b> PB to request specs of proposed tables and chairs for siding land.  <b>Rail Trail Project</b> Rail Trail project on track for delivery by Dec 2021. CVA sent a consultation letter to members adjacent to the proposed track. Only one response re the trail's alignment was received, which was addressed with the member via WRC. After no further responses, a Letter of Support was issued by CVA to WRC. WRC currently seeking quotations from qualified contractors for the design and construction by end of June. WRC negotiates and enters into an agreement with the preferred contractor by July 13. CVA and the Department for Infrastructure and Transport endorses the final design in early Sept. The appointed contractor	PB  OL	  Dec 2021	CV to continue to be the liaising partner for region PB to talk to Peter Halten  CV letter of support issued to WRC on 31 May 2021 with no objection.  CV to endorse final design by 3 Sep 2021

Date	Action Items	Person	Deadline	Status
04.02.2021	commences construction and project completion by year's end.  <b>Place Maker Signage project</b> (funded by WRC) nearing completion. Signs require to be installed by property owners. MR to be supplied to WRC to provide update. Further update to be shared with members once signage has been erected, with map of locations.	OL + PB		\$15K funding has been received. Project report and photos supplied to WRC
13.05.21	Majority of signs erected. Signage to be geolocated once all signs have been placed.	BR,PT		Signs to be erected within the next 3 weeks.
27.06.19	<b>3.5 Museum Wines.</b>  With revenue under pressure due to COVID restrictions and an increase in wages, the 21/22 budget remains in deficit. OL request to engage with Langton's to explore selling museum wines via auction to increase cash reserves.	OL		OLR to approach Langton's for a possible auction and to gauge success outcome
24.06.21	<b>3.6 CV Weather Station</b>  PB, OL, & Hans Loder met with Tim Powell of Integrated Irrigation on Monday 17th May. Discussed ongoing hosting arrangements for the Coonawarra Vignerons Weather Monitoring Network. The network has been designed to give near real time information to Coonawarra growers. Objective is to ensure members have timely weather data on hand to make informed seasonal decisions providing optimum results. Integrated Irrigation to continue hosting participating weather stations. Service monitoring and repair (needs only basis) of the Coonawarra Vignerons weather stations to continue. It has been agreed that weather stations data to be migrated to the BushLinks platform at the earliest convenience. Comprehensive historical data for each weather station is to be provided to the Coonawarra Vignerons in the .CSV file format. Historic data will be provided to Penola Secondary school as part of STEM program. (Refer to board decision, 13 May 2021)	HL/OL		OL to draw a MOU with Integrated Irrigation to specify service levels and term to.
24.06.21	<b>VITIWatch bulletin</b> OL + HL met with Chris Rogers in region on 28th May and discussed options around Vitibulletin publication. Chris currently produces 5-6 publications per annum for Clare & Barossa at a cost of \$1200/publication. The publication can be tailored for local requirements, but it would take some time to customise. Chris requires accurate weather information along with viticultural scouts in the region, to facilitate relevant insights. Question mark as to the value of such a tool when most of the resellers (EE Muir, Elders and Nutrien) are producing their own bulletins for clients. As a result, decision made at VOC meeting, (3 June) not to pursue this proposal at this time, as not sure members are going to get value for money from a generic Vitiwatch template.			No further action required
21.10.2020	<b>3.7 Grant Protocol &amp; Register</b> OL presented a Grants Register to the finance committee. Register was updated with current and future grants pending, plus CVA board approval and	OL	Completed	Grant register will be made available to the Board, Finance Committee and

Date	Action Items	Person	Deadline	Status
	progress status. BR requested landscape configuration to be maintained and inclusion of register to Board packs in future. Add all current available grants to the register.			members communication
21/10/20	<b>3.12 Trademark renewal</b> 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. JI seconded. All in favour.	HE	Jan 2022	
24/6/21  13/5/21	<b>3.13 Coonawarra Siding Road Sign</b> Coonawarra Sculpture Sign to be replaced with Coonawarra Signing Road Sign. No progress with Sculpture removal. Highway signage in the system for action. Not timeline given.	JL.PW	March	Signs has been ordered and currently in the system with DTI for manufacturing  Timber is coming down soon. WRC not taking responsibility for demolition. \$8k in budget. Organising working bee to undertake demolition.
24/6/21	<b>3.14 Original Vine at Yallum Park</b>  BH reports that Tony Robinson from AWRI indicated that DNA analysis cannot be included in the CRC project, but there may be opportunities to test heritage material in future projects that result from the initial work.  OL to peruse testing at IFV in France during November 2021. Grapevine DNA testing within Australia is also possible via AGRF/CSIRO, however the reference database in Australia does not have the breadth and confidence of the IFV one and testing in Australia may not deliver a definitive or confident result. Courier and analysis cost circa \$200 tbc.	BH/OL	Nov 2021	OL to proceed with test through IFV. Consider inclusion of other old vines such as Johnsons Block/William Wilson in future.

#### 4. Finance Finance Papers & Update

BR provide an update on current balances of accounts and referenced the Finance Reports dated 17 June 2021. Grant register implemented for reference of grant approvals, progress and completion. Include in future board packs.

Age receivables are coming down with reminders sent to members to settle their 4<sup>th</sup> quarter membership fees.

Outstanding EDG invoice for \$16,500 was settled.

Current account balance is at \$60k

Coonawarra Vignerons Cup and its contribution to revenue in 21/22 was discussed in detail. Board postponed their decision until August. Cup committee to come up with two scenarios. Scenario A – Pre-COVID event with tent, and scenario B without a tent at 75% attendance capacity.

Auctioning of museum wines re-engage with Langtons.

P&L is tracking along to come out at the budgeted level. -\$24k budget versus -\$21k actual.

##### 4.1 BR present the 21/22 budget

Budget at \$44k deficit with an increase in wages and assuming the Cup goes ahead and make a reasonable profit. Roadshow revenue restricted with COVID.

Water level monitoring \$1,000 and weather stations \$1,700 under VOC budget. PB question if it is it a duplication. To be verified.

VOC budget and the various ongoing projects and their financial requirements and sponsors needs to be further

clarified. Design a VOC project register.

JI observes that despite past budget deficits, CVA demonstrated that they consistently achieved better outcomes closer to breakeven.

E-Commerce budget at \$1,500 surplus. Aim to increase the surplus to \$10k with better promotion campaigns.

PB queried Rootstock Project under VOC at \$2,500 code 6-3521. CVA committed to \$5k per annum with Vine Health's contribution of \$30k per annum.

BR moved the 21/22 budget, JI seconded. Board accepted the 21/22 Budget.

#### **4.2 Alternative investment options for cash on hand**

Current Term Deposit at \$235k expires on 28 June. Options to roll over into a new term deposit at

3-months 0.10%

6-months 0.25%

7-12 months 0.30%

Discussion ensued as to what other alternative investment classes exists that will result in better growth over the long term. Board moves notion that CVA undertake research as to what these market alternatives look like.

Consider risk/reward, take a prudent approach and keep future liquidity in mind. Seconded by JI.

#### **4.3 Grants Update – See Grant Register under Annexure 1 on the last page of this minutes.**

### **5. Correspondence & Communication**

**5.1** Rootstock Partnership meeting with Vine Health on 25 June 2021. SM & HL on leave OL to attend.

**5.2** Coonawarra Industry Get Together on Wed, 30 June at Hollicks. Tasting of 2021 Hollick Vintage, with Andy and Anne Clifford as guest attendees.

**5.3** Letter to the Endeavour Drinks Group (EDG) on 3 Jun 21. Reminder that 4<sup>th</sup> term invoice is overdue. Payment was subsequently made. Requested EDG to consider extending the current 4-year sponsorship which expires Dec 21. Awaiting response.

**5.4** Cory Air Pty Lt currently holds a 12-month lease agreement with CVA for the McGillivray's airstrip. Joe Cory approached CVA with a proposal to construct a new hangar at the airstrip, to extend the current 12-month term to a 5-year term with an option to renew for a further 5 years with 12 months' notice. Improvements to remain the Lessee's property. Either to be removed after expiry, or for the Lessor to purchase the asset at market value. Board moved to accept the terms for an amendment to the existing lease.

**5.5** National Wine Summit to be held in Adelaide on 20, & 21 Jul with a live stream option. Board approves for OL to attend to conduct networking and increase knowledge of industry.

**5.6** Submitted the number of redundant Coonawarra post in storage (65,000) to Veolia. They will advise as to method and cost of disposal. A few alternatives exist, but they are not really viable. Roundwood Solutions invited members to visit their Tantanoola plant to see their future products.

**5.7** OL to sign the 3-year MOU with NTSA which governs the lease of the Bond Stoor..

**5.8** OL to sign the 12-month Collaborative Agreement with Wine Australia on behalf of the participating members in the CONNECT program. CVA eCAP grant application was successful with 9 cluster members being approved.

### **6. CV Resourcing**

**Fully staffed as of 4 May 2021**

### **7. Brand Reference Committee (formerly Marketing Committee)**

**7.1 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.

### **8. Viticultural and Oenology Committee (VOC) Report**

**VOC Update – SM on leave.**

## 9. Industry Engagement

### 9.1 Wine Australia

#### **Wine Australia Update, Adelaide (and live stream) – 21 July 2021**

Join Wine Australia for an update on the current state of play for the Australian wine sector, and a Q&A panel discussion with representatives of Wine Australia and Australian Grape & Wine.

This event will follow Australian Grape & Wine's Industry Briefing on Tuesday 20 July 2021.

#### **Wine Tourism and Cellar Door Grants (Round 3) – registrations open 1 July 2021**

Applications for Round 3 of the Wine Tourism and Cellar Door Grants open 1 July 2021 and close at 5.00pm ACDT on 30 September 2021.

Eligible wine producers can access a grant of up to \$100,000 (GST exclusive) for their eligible rebatable domestic cellar door sales.

#### **WTO Trade Process**

WA supporting the Australian Government's announced that it is initiating WTO processes in response to China's import duties on Australian wine. WA do not see this as a confrontational approach, but it needs to be handled with due sensitivity. Given this, I'd strongly encourage you to refer any media enquiries directly to WA for response.

#### **Australian Wine CONNECT – Registrations still open for winery exhibitors**

Join more than 260 wineries who are already registered for CONNECT. This interactive platform is a go-to resource for Australian wine, where the global wine trade can learn, explore and conduct business with Australian wine brands.

### 9.2 SAWIA

#### **Regional board nominations**

SAIWA AGM requires consideration of regional board appointments for 21/22. Regional nomination letter, nomination form and nominees self-assessment of skills, knowledge and experience. Due by 27 Aug 2021. JI nominates for Kirsty Balnaves to remain as Coonwarra's representative. Board moved the chair sitting out, as he is conflicted.

#### **P250**

State Government's announcement on 24 May to provide funding of \$1m over four years (2022 to 2026) that will benefit South Australian wine regions, our members and the SA wine industry. This funding continues the State Government's commitment for Project 250 funding (as it is known) for projects aligned to industry development and market development. The three wine regions Coonwarra, Langhorne Creek and Clare Valley to submit a joint marketing proposal to SAIWA P250 panel on 20 July 2021.

#### **Wage adjustment**

Fair Work Commission (FWC) have made a decision to increase the National Minimum Wage (NMW) by 2.5%. The NMW will come into operation on 1 July 2021. Due to industries being affected by the COVID-19 pandemic to differing extents, FWC has determined that this increase will flow onto modern awards on different operative dates. Group 3 Awards which includes the Wine Industry – first full pay period on or after 1 Nov 2021.

#### **Membership appraisal**

SAWIA has sent out our annual member appraisal and this is due to be returned on 29 June. Your feedback on SAWIA services and the areas you believe are of most value to your business is important. With that knowledge, SAWIA can make sure we are spending time, energy and resources on what you value most. Please undertake the survey to help us help you.

#### **Changes to SAIWA's constitution**

As noted last month, the SAWIA Board has been working on changes to SAWIA's constitution and has agreed on a document to recommend to members. SAWIA staff are currently providing a summary of the changes and I will be calling a special meeting in July to consider the proposals. When you receive your notice of meeting, please consider the changes, get involved and have your say.

## **9.3 PIRSA**

PB prepared a letter to PIRSA to respond to the fund reform and only in relation to the South Australian Wine Grape Growers Fund. OL read the letter to the board. PB to contact Ulrich to get LCWIC on same page. OL to release the letter to PIRSA by month's end with a copy to Minister Basham.

## **10. CV Executive Officer Activity Report**

### **10.1 EO Verbal Update.**

**Cellar Door Event Committee** – Cellar Dwellar program is now finalised and we are ready to launch on 1 July 2021. A radio campaign for Cellar Dwellers commences this week. This will be supported by a series of Media releases, the first of which was sent out today, Tuesday 22nd June. Feature pages will also be covered in Limestone Coast publications (SE VOICE and the Borderwatch).

**Coonawarra Golf Day** – 1st October - Sponsor package released \$500 (\$280 team fee + 200 sponsorship excl GST). HE has approached 2020 sponsors – Bedford Industries and Hahn Cooperation- to sponsor 2021 event. Both have confirmed their involvement. Booth Transport have also committed to sponsor. SAFM/ TripleM confirmed as naming rights sponsors (value \$1,800 – radio advertising). Early bird ticket release to be extended to member wineries before going live to public. \$260 Early Bird. \$280 thereafter per team of 4.

**Cup Committee.** - Decision to hold the 2022 event postponed until August 2021

**Roadshow Committee** - 29 Wineries confirmed to showcase across 2 sessions on Sunday 29th August. Session 1 – 11:30am- 2pm, Session 2 3pm – 5:30pm. Public tickets to retail at \$55pp. Ticket includes entry, souvenir wine glass, 2.5hr tasting and food offering. Masterclass being organised by Dan Redman. 6 Coonawarra Wines to be showcased alongside 4 outer region wines. 2010 Vintage theme. Expenses estimated at \$15K. This figure is not representative of wine being sourced at discount rate or complimentary from member wineries. More realistically \$8-10K. Ticket price to sit at \$195. (Would need to be significantly higher to cover costs at \$15K)

## **11. Welfare, Health and Safety (WHS)**

### **11.1 Risk Planning – n/a**

Nil to report.

## **12. Membership**

**12.1 Membership update – Membership** Reminder for Q4 send to WR Brand, Petaluma, Leconfield, Ladbroke, Jim Barry, Highbank, Katnook, Bellwether, Flints of Coonawarra, Gumlea, Ladbroke Grove, Parker. Q1 membership fee invoices will be sent out in July 2021 with an annual; increase of 1.5% in membership fees.

## **13. New Business**

**13.1** Date for the 2021 AGM set for Tue 28 Sep 10am-11am. PMN – Christine Lambert confident audit report and audited financials will be completed by mid September.

**13.2** Charity event to raise funds for Queensland's helicopter rescue service Lifeflight is being held on August 20 on the Sunshine Coast. OL requested for a package to be put together and auctioned at the event in return for showcasing Coonawarra regions and wines.

**13.3** At the previous Events Committee Meeting a debate was held on non-CVA supported events such as After Dark and Grapes of Mirth and if they should find their way onto CVA print materials such as the Black Book and Maps. BR indicates the problem with printed material is that when participants such as Grapes of Mirth changes the timing of the event, it doesn't leave a professional look. The Board decided to adhere to protocol where it requires for 6 or more members of the CVA to participate in an event to promote such an event on printed promotional material.

**Meeting Closed 10:44am**

**Next Meeting – Thursday, 22 July 2021 - Brands Laira Coonawarra Board Room**

## Annexure 1

### Grants and Sponsorship Register

GRANT/SPONSORSHIP NAME	FUNDING	Category	Objective	CGWI Board Approved	GRANT VALUE	Application open	DURATION	Application close	MONIES RECEIVED TO DATE	AMOUNT INVOICED	STATUS
Wine Tourism and Cellar Door Grants (Round 3)		G	Eligible wine producers can access a grant of up to \$100,000 (GST exclusive) for their eligible rebatable domestic cellar door sales.	-	\$ 100,000	1-Jul-21	-	30-Sep-21	-	-	<a href="#">Cellar Door Grants (Round 3)</a>
Export Market Development Grant	Austrade	G	Under the Export Market Development Grants (EMDG) scheme you claim your promotional expenses after you have spent them.	-	\$40,000-\$100,00 PA	16-Aug-21	-	30-Nov-21	-	-	<a href="#">Export Market Development Grant</a>
GRANT/SPONSORSHIP NAME	FUNDING	Category	Objective	CGWI Board Approved	GRANT VALUE	COMMENCEMENT	DURATION	TERM END	MONIES RECEIVED TO DATE	AMOUNT INVOICED	STATUS
P250	SAIWA		Combine regions marketing Coonawarra, Lonthorne Creek and Clare Valley								Grant application being prepared. Lodging on 20 July
Regional Event Funding CCC	SATC	G	Funding to assist CVA in hosting CCC in Oct 2021	-	\$ 150,000.00	Jul-21	3 years	June 2024	-	\$ -	Notification due in July 2021
Endeavour Drinks group	EDG	S	Sponsoring various VOC projects		\$15,000 PA	2018	4 years	December 2021	60000	\$60,000.00	Final Term INVOICED March 2021 - Paid
eCommerce Accelerator Program eCAP)	DTI	G	Subsidising 10 members participating in the Australian Wine CONNECT program	13-May-21	\$ 8,000.00	1 May 2021	9 months	30 June 2022	-	\$ 6,800.00	Grant approved - 21 June 2021