

CGWI BOARD Meeting Minutes		
Thursday 29 July 2021	8.30am	Brand's Laira
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	None	
Minutes	Ockert le Roux (OL) Note PMN = Post Meeting Note	
Conflicts of interest	None	

2. Minutes of Previous Meeting

The minutes of the meeting held on 24 June 2021 were moved by PW and seconded by JI as a true and accurate record. All in favour.

3. Outstanding Actions from previous minutes

Date	Action Items	Person	Deadline	Status
24.6.21	3.1 Board to consider Contributors / Icons 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		Patron profiles being developed. Thank you, letter was sent to Chris Brodie.
24.06.21	3.2 Storage of Wine Bond Store 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 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		Awaiting members wine donations.
21.10.20	3.4 Wattle Range Council Actions PB to request specs of proposed tables and chairs for siding land.	PB		CV to continue to be the liaising partner for region PB to talk to Peter Halten
29.07.21	Penola Town Entrance The construction of the two entrance signs, near each intersection of the bypass, took place in June 2021. Works still to be completed are interchangeable banners, wrought iron grapes, and up-lighting of the signs. Landscape designs to compliment the entrance signs were presented to interested parties in Penola on Friday 11 July 2021 for comment/feedback. Designs and costing to be finalised by WRC, followed by final consultation. \$94,269 of the \$165,000 project	OL	Oct 2021	

Date	Action Items	Person	Deadline	Status
29.07.21	allocation remains for completion by October 2021. Landscape designs were presented to the meeting.	OL		CV letter of support issued to WRC on 31 May 2021 with no objection. CV to endorse final design by 3 Sep 2021 \$15K funding has been received. Project report and photos supplied to WRC Signs to be erected within the next 3 weeks.
04.02.2021	Rail Trail Project The Tender for the construction of the rail trail was released on 2nd of July. The tender closure date has been extended from 30 July to 6 August due to the lockdown, thus giving contractors additional time to adjust to the restrictions and prepare a quality fee proposal. Selection of the preferred tenderers, negotiating of the contract, and council awarding the contract by the end of August, with construction commencing early September. Very tight timeframe.	OL		
13.05.21	Place Maker Signage project (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. Majority of signs erected. Signage to be geolocated once all signs have been placed.	OL + PB BR,PT		
27.06.19	3.5 Museum Wines. Langtons provided an updated appraisal for the Coonawarra Museum Wine collection. Prices increased by 3% at the lower and 2% at the higher end of estimates since the May 2019 appraisal. Langtons advise selling the collection to a single vendor will most likely provide the best auction result. BH recommend maximising the PR value. BR – should the sale happen by selling individual wines or smaller lots, rather than the collection? PB should we include other rare member wines as part of the sale. Board in agreement to proceed with the sale via Langton.	OL		OL to continue working with Langtons as to best present the sale and maximise PR value.
29.07.21	3.6 CV Weather Station 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. Tim Powell requested to release .csv files to Penola High School for the 3 Mile Lane and Rymill weather stations by August 3, 2021.

Date	Action Items	Person	Deadline	Status
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. JI seconded. All in favour.	HE	Jan 2022	
24/6/21 13/5/21	3.13 Coonawarra Siding Road Sign 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.
24/06/21	3.14 Original Vine at Yallum Park 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 a report back on the Finance Committee Meeting held on 19 July 2021.

1. Term deposit was renewed on 28 June 2021 for a further 6 months at an 0,25% interest rate. Item 3.3 of Finance Committee reflects incorrect date, 28 July instead on 28 June. To be corrected.
2. Alternative investment options to be researched in remaining 6 months.
3. Budget was finalised and approved at last meeting.
4. Profit and Loss statement reflects a loss of \$26,394.84 for 2020/21. This includes and amount of \$8,000.00 paid by CV on behalf of the participating members in the Wine Australia CONNECT program. This amount will be recouped in 2021/22 through member's contributions and the DTI grant payment.
5. Aged receivables well managed eith only 3 members remain in the +61 days outstanding payables. (Bellwether (\$1,215.94); Gumlea (\$914.37) and WR Brand Nominees (\$498.74)
6. Aged receivables all in order with a credit from Telstra.
7. Grants register is up to date.
8. E-commerce store sales resulted in a \$649 surplus since launch in October 2020.
9. Lack of consultation by Margaret River and Yarra Valley with Coonawarra in the upcoming Halliday Cabernet Challenge was raised and discussed at the Finance Committee Meeting. Further discussion

deferred to under general.

5. Correspondence & Communication

- 5.1 Email correspondence to Cory Air Pty Lt to inform them about board's decision and request to develop a draft lease agreement - 28 Jun
- 5.2 Letter to PIRSA and Minister Basham re Wine Industry Fund Reform - 30 June. No formal response to date/
- 5.3 Information letter to members participating in Wine Connect program- 6 July
- 5.4 Correspondence from Brian Smedley re Changes to legislation affecting governance of regional associations - 6 July
- 5.5 E-mail correspondence to Peppi Buetti re Coonawarra Wine Region Auction package - 8 July
- 5.6 Email correspondence to Integrated Irrigation (Tim) to request weather station data by - 3 Aug
- 5.7 Letter to P&E members asking for 2021 wine donations and Bond Store - 9 July
- 5.8 Letter to Chris Brodie to thank him for his career contribution - 16 July
- 5.9 Email correspondence to Minister Zoe Bettison summarizing discussion points of the meeting with CVA on - 13 July
- 5.10 Email correspondence to members re Online Vineyard Irrigation Survey now available for completion – due 26/8
- 5.11 Veolia submitted a quotation to dispose of redundant CCA and Creosote treated posts held in storage throughout the region. The excessive cost of deep burial at landfill sites in Adelaide (\$350/tonne for CCA and \$230/tonne for creosote) plus transportation cost of \$140/tonne made it an unviable option. With other regions experiencing similar, new and more cost-effective methods of disposal need to be identified. Keep on the SAWIA agenda and consider further research re amount of leaching happening during use and post use.

6. CV Resourcing

H Eldridge is seeking two weeks leave in February 2022.
C Lambert's wage was adjusted according to the 2021/22 award.

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 – Vitiwatch Bulletin will not be further perused due to high cost and most members having their own inhouse intelligence systems.

9. Industry Engagement

9.1 Wine Australia

Wine Australia Resource Guide

Wine Australia has released a Resource Guide for 2021, which is designed to support wine exporters, grapegrowers and winemakers in building markets, accessing market insights and gaining knowledge that can be put to practical use in the vineyard or winery. It provides a snapshot of Wine Australia's key resources across marketing, regulatory services, market insights and research, development, and adoption (RD&A), as well as our collaborations with Austrade through the Australian Government's Agri-Business Expansion Initiative.

Departure of CEO Andreas Clark

Recruitment for the new Chief Executive Officer is currently underway after Andreas Clark's departure. For the interim, the General Manager of Corporate Services Steven Weinert will be Acting Chief Executive Officer.

9.2 SAWIA

Regional board nominations

At the previous board meeting Kirsty Balnaves was nominated to continue to be Coonawarra's representative in the SAWIA board for 2021/22. Nomination and skills assessment were submitted to SAWIA for the AGM in late August.

Changes to legislation affecting governance of regional associations

Change in legislation

SAWIA has been contacted and provided a draft bill, Associations Incorporation (Miscellaneous) Amendment Bill 2021, which seeks to substantially amend the Act. The Bill if passed will have an impact on the governance of

incorporated associations in South Australia. SAWIA has provided a submission on the Bill and participated in a roundtable discussion with Consumer and Business Services (CBS), the South Australian Government agency enforcing the Act. The Government intend to have the Bill passed by the end of this year.

Landscape South Australia Limestone Coast – Water security and sustainability

The Green Triangle Forest Industries Hub (GTFIH) recently presented its preliminary water research findings to Water and Environment Minister, David Speirs as it prepares for the review of the region's Water Allocation Plan in 2023. Working in collaboration with UniSA and the University of Melbourne they undertook extensive research over the past 12 months to better understand plantation water use to support government in its resource management and decision making. The research includes simplifying management zones into as little as six distinct geo-regions to aid water trading, aligning zones to resource needs and to encourage the best use of available water. Coonawarra Vignerons, and other primary industry irrigators, such as Dairy and Potato plan to meet with the GTFIH in early August to get an understanding of the latest scientific research and preliminary findings.

10. CV Executive Officer Activity Report

10.1 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.

10.2 Cellar Door in the City Event - 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) Cellar door component at risk if COVID requirements is still demanding a seated event. Masterclass is a seated event and not at risk unless we are in lockdown.

10.3 Coonawarra Cup - Cup Committee to work on various options for hosting the event on 13 January 2022, based on three COVID scenarios without incurring liabilities re fixed cost such as the catering and marquee rental.

11. Welfare, Health and Safety (WHS)

11.1 Risk Planning – COVID directions to be released on ongoing basis.
Nil to report.

12. Membership

12.1 Membership update – The chairman noted the resignation of Tony Gleeson from the CGWI board to take on another local opportunity. The chairman thanked Tony for his contribution to the board in the past three years and serving on the Vignerons Cup Committee as a conduit leading into the Race Club. Overall, it is fantastic news for the region at large.

12.2 The chairman asks that nominations for CGWI board members for 2021/22 needs to be considered by the next meeting, taken the AGM on 28 September 2021.

13. New Business

13.1 James Halliday Australian Chardonnay and Cabernet Challenge. PW explained how the Challenge were presented in 2020. Originally was going to be judged in the three regions under the AWRI system. Due to COVID restrictions in Victoria it ended up being hosted by Coonawarra and Margaret River. The understating was that it would return to the three regions hosting the competition in 2021. Discussions went ahead between Yarra Valley and Margaret River without involving Coonawarra. An announcement was made by the two regions to future host the Halliday Challenge between them in alternative years representing Chardonnay and Cabernet.

Sarah Pidgeon wrote to CV on 16 July to note she was invited to judge at the combined Cabernet & Chardonnay Challenge in Yarra Valley in August and queried as to why Yarra and Margaret River are forging ahead to market themselves in partnership as the Cabernet and Chardonnay hero regions for

Australia . She asked it to be raised with the Board.

PB and OL discussed a couple of options prior to the meeting. Option 1 is to be antagonistic and try hard to be included. This is a high-risk option for reputation harm. The second option is to accept the decision and to rather focus on the Cabernet Symposium as a world class event hosted by Coonawarra and funded by Wine Australia as a premier event.

BH's thoughts where that it was too late to challenge, but was interested in the decision making, who made it and how they decided on the two-tier system?

BR brought up further concern which he raised at the Finance Committee Meeting. The chief editor for Halliday Wine Companion Tyson Steltzer announced the regional experts tasting panel for 2023 a week ago. The Limestone Coast, Lower Murray, Far North and Peninsula regions in South Australia was grouped with Western Australia under Erin Larkin. To our knowledge she has never been to our region and has been almost exclusively promoting WA in the past. Consider a letter to Tyson Steltzer to address our concerns and disappointment re this allocation. Alternatively consider Erin Larkin to:

- attend our Masterclass in Adelaide at the end of August,
- be a judge at the Limestone Coast Wine Show 18-21 Oct 2021
- to attend the Cabernet Symposium in August 2022.
- invite her for a 3-4-day educational famil to the Limestone Coast

13.2 GTFIH presentation to Minister David Speirs – Refer to the earlier discussion re water security and sustainability. OL to contact Liz McKinnon to explore if the presentation could be shared with the other primary producers.

13.3 Wine packages to be offered via the CV e-commerce store pre and post the Adelaide Roadshow - OL presented key data behind the e-commerce store since inception in October 2020. Board decided not to capture sales via the e-commerce store.

13.4 Coonawarra Vignerons Cup - Refer to earlier decision to explore three scenarios to host the event.

13.5 Cabernet Clonal Trial – SARDI approached CV to enquire if any of our grower members would be interested in hosting a SARDI clonal Cabernet trial. The trial would require a host site of no more than 1 ha for a replicated trial design involving 14 cabernet clones. The planting material would be supplied by SARDI, with the expectation the vineyard be managed for future research to be conducted upon. OL to direct an email to members to enquire interest.

Meeting Closed 10:27am

Next Meeting – **Thursday, 26 August 2021 - Brand's 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
Grants currently available											
Wine Tourism and Cellar Door Grants (Round 3)	WA	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	-	-	Cellar Door Grants (Round 3)
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	-	-	Export Market Development Grant
Drought Resilience Innovation Program	Australian Government	G	Grants will support innovative projects that equip farmers and agricultural-dependent communities and businesses with the tools and capacity to adapt, reorganise, transition and/or transform in preparation for drought conditions.			29-Jul-21	-	8-Sep-21	-	-	https://www.communitygrants.gov.au/grants/future-drought-fund
Grants currently applied for and awaiting outcomes											
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. Lodged on 9 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
Grants approved and being implemented											
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