

CGWI BOARD Meeting Minutes		
Thursday 23 September 2021	8.30am	Brand's Laira Board Room
Attendees	Peter Balnaves (PB) – President & Chair, Bruce Redman (BR) – Treasurer, John Innes (JI), Peter Weinberg (PW), Luke Tocaciu (LT), Sally Macleod, Ben Harris, Ockert Le Roux (OL)	
Guest Attendees – Sub Committee Chairs	None	
Apologies	Paul Gordon (PG)	
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 26 August 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
23.09.21	3.1 Board to consider Contributors / Icons Profiles to be printed and displayed on Bond Store interior walls and put onto the CVA website. Next stage is to develop profiles for patrons deceased, Eric Brand, Colin Kidd & Col Ross Smith. Recognition profiles to be developed for any long-serving members who made significant career contributions to the region. Develop set of criteria and definition for seconds tier contributors to Coonawarra.	OL		Deceased patrons' and career contribution profiles to be developed.
23.09.21	3.2 Storage of Wine Two member's wine donations for 2021 remain outstanding..Once all stored wines were released from Zema, write a letter to thank them for their contribution. Surplus Root Stock wine inventory stored at Kerry De Garis's home. Also check for Barrel Series at Zema and wines that went unpaid by the Melbourne outfit at Brand's Laira. Consolidate all wines into a single inventory list. The Bond Store was vandalised in early September. NTSA will undertake repairs to the building. Stored wine was not at risk. Further security measures to be considered. PB suggested bottles to be stamped with a specially designed Bond Store stamp, to traced wines in the event of theft. 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		Consolidate remnant wines at various locations into a single inventory list. Determine if Rootstock Wines will still be suitable for 2023 use. (BH) NTSA's annual 2021 rent of \$1,200 was settled in full. Consider the Rootstock wines for the 2023 Cabernet Symposium.
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
23.09.21	Penola Town Entrance - After completion of the Penola Town entrance signs various letters of disappointment were lodged with WRC. The main issue being the banner size in relation to the rest of the structure. Peter Halten responded that both CVA and RDBA were consulted in the design and was surprised	OL		CVA awaiting the outcome of the landscape designs and costing after initial consultation.

Date	Action Items	Person	Deadline	Status
23.09.21	<p>to learn about the sudden criticism. Halten did acknowledge that the banners do not offer the level of impact and clarity that was intended for the entrance statement and should be rectified. WRC is now considering a slightly larger banner with wording in a vertical layout by lowering the bottom bracket. WRC will investigate the option of using the current banners on streetlight poles in Church Street within the CBD which would put them closer to vehicles and hopefully address the issue of them being visible and legible.</p> <p>The design and costing for the landscaping complimenting town entrance signs remain outstanding.</p>	OL		<p>OLR to consult with Highland Fox re CCC banner design.</p> <p>OL to correspond with WRC re CV's concerns.</p> <p>Revisit Coonawarra Community Plan to establish what was planned for the rail siding.</p>
04.02.2021	<p>Rail Trail Project Council at its September meeting resolved to enter into an agreement with Transformer Services Pty Ltd, for the construction of approx. 27kms rail trail between South Terrace, Penola and Father Woods Park. \$2.06M of Federal Grant Funding were allocated to revitalise the disused rail line into an active community facility and tourism asset. Construction will commence 1st week of October and happen in four stages. Completion scheduled by mid-February 2022. CVA were not provided the opportunity to endorse the final plan. Concerns remain around the safe crossings at the northern and southern intersections with Riddoch Highway, the alignment of connecting pathways with landmarks such as Coonawarra station and the location of supporting infrastructure such as parking, benches, rest areas, ablution etc.</p> <p>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.</p>	OL + PB		<p>\$15K funding has been received. Project report and photos supplied to WRC</p>
23.09.21	<p>3.5 Museum Wines.</p> <p>Member concerns were raised when it became known that the museum wine sale was imminent. Concern revolved around the PR value that was not adequately considered in the lead up to the sale. PM moved a delay in the sale until this outcome can be achieved. PW seconded. All in favour. A working group to determine an auction date and come up with a plan on how to maximise the publicity value.</p>	OL		<p>Working group consisting of Luke Tocaciu, Brian Lynn, Ocker le Roux and other to be called and commenced work.</p>

Date	Action Items	Person	Deadline	Status
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.
21/10/20	3.12 Trademark renewal Advice received by Lesicar Maynard Andrews, due Jan 2022 "Coonawarra Australia's Red Wine Centre". Cost \$1,005 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.	OL	Jan 2022	
24/6/21 13/5/21 23/9/21	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. Quote of \$2,700 received for the sign. A further \$1,700 installation cost is required. Two years ago, cost inclusive of installation was \$600. Department has since outsourced the work to contractors. Remain work in progress.	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	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.

Date	Action Items	Person	Deadline	Status
	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.			

4. Finance Finance Papers & Update

BR provided report back on the Finance Committee Meeting held on Thursday, 16 September 2021.

1. Renewal of the EDG sponsorship to be pursued despite initial indications that it was most unlikely to occur.
2. The recent act of vandalism at the Bond Store was raised and highlighted the risk of storing wines offsite. An insurance quote of \$204.58 per annum was obtained from our existing insurers to insure the wine at \$20k with an access payment of \$500.00 per event. BR move to ensure the Bond Store content for the said amount, JI seconded. All in favour.
3. Alternative investment options were deferred until such time as the auction sale materialised and the current market risk has abided.
4. The Finance Committee supported the application for a temporary license between 1 November 2021 and 30 August 2022 at no cost. Current license expires on 30 October 2021. This will allow the e-commerce store to keep trading until mid-2022 if required. BR move the application, JI seconded. All in favour.
5. Payment of \$5,153.90 to Wine Australia (WA) for the Virtual Tasting Event in March 2022 was successfully deferred until January 2022. The payment relates to Wine Australia's Connect Program and was due by the end of September 2021. Adequate progress reporting by WA on the ongoing success of Connect remain a concern.
6. BR reports that Rachel Triggs during the recent Finlayson's session encouraged members to use Wine Australia's Interactive Insights portal. The portal is hosted online and can be accessed at [Interactive Insights](#). WA provides free tutorials on how to access and use the databases. Valuable information can be accessed such as export stats, national vintage survey, market explorer and wine geographical dashboard for multiple time periods and regions. Comparisons are quite useful.
7. Age receivables – Petaluma (Accolade Wine) Their annual membership fee of \$5,153.90 for 2021 and Gumlea Q4 membership of \$914.37 remain in the 90+ day payments category. CVA to encourage them to make payment. A few of the black book sponsorship payment remain outstanding.
8. Cash on hand remains at healthy levels as of this morning. Cheque account currently at \$9,500 and Savings account at \$83,000.00. Funds are sufficient to cover near future expenditure obligations.
9. The P&L remains healthy as of 14 September 2021 and shows a \$26,253.52 surplus, against a budgeted loss of \$16,859.00 to date. A large contributor to the above result was an amount of \$18,700.00 which was paid by the ATO. This relates to a cash flow boost under the Federal Government's stimulus efforts to assist companies during the Covid pandemic. Our auditors Murray Nankivel advised that CV qualified for this payment and they applied for the release which accrued against CV account for the past year.
10. P250 Grant application – Coonawarra, Langhorne Creek and Clare Valley submitted a joint funding application (\$90k) to SAIWA. PIRSA advised on 20 Aug that they support the collaborative approach, but they have reservations about the make-up of the application. \$60k to generate assets and only \$30k to promote them appear to be a disproportionate funding allocation for assets versus advertising. After two meetings by the three-region representatives to come up with a proposal to address PIRSA's concerns, it was decided to withdraw the joint application. This leaves the separate regions with 2 weeks to submit independent applications. Other considerations and guidance - PW can we apply for the marketing cost relating to the museum wine collection. PB – Rail Trail infrastructure place maker, interpretive interactive signs. Rootstock QR codes for soils.
11. Sponsorship through the South Australian Tourism Commission's 2021/22 Regional Event Fund to assist funding of the Coonawarra Cabernet has been successful. Accordingly, Coonawarra Cabernet Celebrations has been allocated \$20,000 + GST per year for 3 years to support the event in 2021, 2022 & 2023. The agreement for this grant was received.
12. The eCommerce Accelerator Program (eCAP) continue to help 9 of our members to market their wines overseas. We are planning for 6 members to showcase their cabernet wines in a virtual tasting event in the UK during March 2022.
13. A restructure of the VOC spend were tabled at the Finance Committee (see also separate board paper prepared for today's meeting) The Finance Committee support flexibility as to how sub-committees utilise and manage their funding on condition, they don't exceed their approved budgets. The Finance Committee requested OL to table a more comprehensive decision paper on the restructure of future VOC projects and associated spend. OL tabled the paper. PB moved that we accept the restructure of the VOC budget. Seconded by SM. All in favour.

14. It was decided by the Finance Committee to make available up to \$5,000.00 (unbudgeted) from retained CVA funds to protect our water rights against the threat by the Forestry Industry currently lobbying for an additional 30,000 hectares in tree plant. Other primary producers in the collaborative will co-contribute similar amounts to appoint an expert to review the outcomes of the Forest Industry research and recommendations. PB indicated that there is no immediate requirement, but it is good to have the \$5k ready when required in future.
15. Finance Committee further approved of up to \$400.00 combined to be spend on farewell gifts for Allen Jenkins and Chris Brodie at the upcoming AGM.
16. Audited results have been received from Murray Nunkivell, in time for the AGM. BR requested for the audited results and report to be released to members in advance of the AGM.
17. The Finance Committee Meeting of 16 September 2021 and today's Board Meeting is Bruce Redman's last meeting as he is stepping down from both roles at the AGM. Pete Balnaves thanked BR for his selfless service in many capacities over the past two decades and the big roles he played in the affairs of the Association.
18. BR moved the finance report. JI seconded.

5. Correspondence & Communication

- 5.1 Letter of support to the Penola Coonawarra Acoustic Music Gathering in support of a grant application - 14 Sep 21.
- 5.2 Letter to the EO for the Limestone Coast Grape and Wine Council re the decision by the Cabernet Symposium Committee to defer the event until 2023 - 8 Sep 21.
- 5.3 Letter of Support - Funding Application to the Future Drought Fund by the GTFIH - 6 Sep 21.
- 5.4 Email invitation to P&E members to participate in the Decanter Tasting Panel in the UK in October - 27 Aug 21.
- 5.5 Email to the SE Voice newspaper responding to an enquiry re wine export to market China – 31 Aug 21.
- 5.6 Email correspondence to the Bureau of Meteorology re missing dataset for the Coonawarra weather station - 1 Sep 21.
- 5.7 Letter from Jamie McDonald at Rymill addressing concern re the sale of the Museum Wines without sufficient publicity for the region.
- 5.8 Letter from Emma Raidis at Raidis expressing concern re the PR value from the sale of the Museum Wines.
- 5.9 Letter from Rebecca Trotter at The Blok raising concern of the sale of the Museum wine collection.

6. CV Resourcing

CVA currently fully resourced.

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

8. Viticultural and Oenology Committee (VOC) Next meeting to be held on 11 November 2021

- 8.1 Hans Loder will deliver the VOC report at the upcoming AGM.

9. Industry Engagement

- 9.1 **Penola/Coonawarra Arts Festival AGM is this afternoon.** They were seeking a representative from CVA to serve on their board. It was decided not to have a member on their board and that we will remain as sponsoring partner.

10. CV Executive Officer Activity Report

10.1 Adelaide Roadshow and Master Class - The event planned for Adelaide on Sunday 29th August 2021 was cancelled due to the restrictive seated consumption rulings in place at the time. Participating members voted for the event to be held on 21 November 2021. This time the Masterclass will be presented between the two Wine show sessions at the Wine Centre in Adelaide. The Wine Centre is currently still restricted to 150 people on a standing consumption basis. If this does not change by the new date, the 2021 Roadshow may have to be cancelled. The Masterclass remains an option as it only hosts 70 people.

10.2 Coonawarra Vignerons Cup – The committee has not met in the recent month as Cabernet Celebrations is enjoying priority. At the meeting of 19 August, the Committee decided to proceed with a cocktail style event in a smaller marquee with a combination of standing and seated configurations. The reduced size (30mx10m) marquee led to a reduction in rental cost from \$14k for the bigger, to \$5.5k for the smaller. Likewise

catering reduced from \$80pp to \$65pp with the exclusion of breakfast from the program. The Committee recommended a 11am start with a 5pm finish. Ticket price should come to approximately \$150pp with 400-600 people in attendance. Imperial auctions items reduced from 8 to 5. Scenarios 1 and 3 will be kept as fallback positions if COVID circumstances change.

10.3 Cabernet Celebrations - (October 2021) – The planning of the event is forging ahead under strict Covid-Safe guidelines and practises. With two days to go, the Golf Day had 27 teams (27 in 2020) entered, including 9 member teams and 7 sponsorship teams. Due to the ongoing Covid risk, 4 of the featured events were cancelled. On the other hand, 3 events had sold out by mid-September, one of them being the Regional Cabernet [Decade]nce Tasting. The printed Events Program was release to Cellar Doors. Thanks goes to Ellie Pollard with the assistance in distributing the programs. Another successful famil session with media, tour operators, council tourism centres were held on 22 September at Raidis Estate with 55 delegates from across the Limestone Coast in attendance. The Cabernet Celebrations program was delivered for distribution across the various networks. Four council tourism centre representatives delivered their future tourism activities.

10.4 Cabernet Symposium – The committee reconvened on 20 September to investigate alternative projects to be delivered in 2022, utilising the \$27,500 approved by Wine Australia. The Committee proposed the following projects:

- Digital advertorial preparing for what we hope to deliver at the Cabernet Symposium in 2023. In the Form of a podcast or digital advertorial. Sprucing all the work that has been done in the region on Cabernet Sauvignon. Better value for members. Potential vignettes in the podcast are short clips from Vinay, Claire, Cath Kidman, Hans Loder. Ockert prepared to offer in-kind videography support. **Suggest \$7k**
- RAPIDAIM Vine virus – picks up mealy bug with vine sensor. Invest with them to confirm their algorithm locally and then they present it at the 2023 Seminar. **Approx \$5k to La Trobe University**
- Smoke sensor – develop the network. E.g. For stubble burns. VOC SUPPORTS. Hans to Contact Ian Porter. **Suggest \$5k**
- Undervine Mulch Project at Padthaway – Thomas Lines – **suggest \$10,5k**

11. Welfare, Health and Safety (WHS)

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

12. Membership

– BR tabled a membership fee increase of 1,5% (Adelaide CPI) to be proposed at the upcoming AGM. The increase for 2022/23 is consistent with the previous year's increase. BR moved, PB seconded. All approved.

13. New Business

13.1 Deferral of the Langtons auction – Note decision under Museum Wines Item 3.5

13.2 Restructure of the VOC budget – Note decision under Finance, item 4.13

13.3 Funding to study the impact of the Forestry Industry's water allocation plan – Note decision under Finance, item 4.14

13.4 AGM PB delegates the following aspects of the upcoming AGM:

- BH to deliver Allen Jenkins's farewell contribution and JI to do similar for Chris Brodie.
- OL to present events delivery for the year under review
- Nominations for the board election received this far were, P Balnaves for President, D Redman for Vice President, J Innes for Treasurer, S MacLeod, P Weinberg, B Harris, L Tocaciu, S Raidis and J McDonald. B Redman were proposed as Public Officer with the departure of Allen Jenkins. Further nominations are still welcomed until COB on 27 September 2021.
- BR requested OL to research the requirements of the change in public officer with the Consumer & Businesses Services (CBS) as fees may apply and registration is required 30 days after the new public officer was appointed.
- OL report that AGM attendees and apologies had been slow to date. OL to remind everyone and ensure proxy forms are received and signed before the AGM.
- OL to search minutes for the decision made to maintain reserve funding.

13.5 Coonawarra Siding - Seeking volunteers to tidy up the siding on rotational basis. Brand's Laira and Wynns volunteer to make a start. Look into opportunities for improvements and its funding for the siding and put them on the agenda. As mentioned earlier all improvements are to be considered against the Coonawarra Community Plan drawn by WRC some years ago.

Meeting Closed 10:27am

Next Meeting – **Thursday, 21 October 2021 - Brand's Laira Coonawarra Board Room**

COONAWARRA

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											
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
COVID-19 Tourism and Hospitality Support Grant – Larger Turnover with turnover decline > 30%	Commonwealth/SA	G	To support businesses, jobs and community organisations impacted by COVID-19:		\$7,000 for employing businesses with turnover greater than \$2 million. \$17,000 for employing businesses with turnover greater than \$5 million.	28-Jul-21		31-Oct-21			Application Guidelines
COVID-19 Business Hardship Grant Turnover decline 50%	Commonwealth/SA	G	To support businesses, jobs and community organisations impacted by COVID-19:		\$6,000 for employing businesses or \$2,000 for non-employing businesses.	20-Jul-21		31-Oct-21			Application Guidelines
Regional COVID-19 Support Grant – Lower South-East; 4 October 2021 to 10 October 2021 with turnover decline of > 30%	Commonwealth/SA				\$3,000 for employing businesses or \$1,000 for non-employing businesses.			31-Oct-21			Treasury
Regional COVID-19 Support Grant – Lower South-East – automatic payment					Grants of \$3,000 for employing businesses and \$1,000 for non-employing businesses will be automatically paid to businesses located and operating in eligible postcodes that have already received the COVID-19 Tourism and Hospitality Support Grant.			Automatic Payment			Treasury
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 submission withdrawn								Individual grant application now due 18 October 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. Keep exploring renewal of the sponsorship
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
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	-	\$ -	Grant approved and under way of implementation