

CGWI BOARD Meeting Minutes		
Thursday 21 October 2021	8.30am	Brand's Laira Board Room
Attendees	Peter Balnaves (PB) – President & Chair, Dan Redman (Vice-President) John Innes (JI) Treasurer, Peter Weinberg (PW), Luke Tocaciu (LT), Sally Macleod, Ben Harris, Emma Bowen, Steven Raidis 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 noted	

2. Minutes of Previous Meeting

The minutes of the meeting held on 23 September 2021 were moved by SM and seconded by JI as a true and accurate record. All in favour.

The chairman welcomes all the new board members to their first meeting.

3. Outstanding Actions from previous minutes

Date	Action Items	Person	Deadline	Status
21.10.21	3.1 Board to consider Contributors / Icons OL presented example of paper printed profile to the meeting. Aluminium print delayed in postage. 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.
21.10.21	3.2 Storage of Wine Half a dozen Root Stock wines are currently stored at Kerry De Garis's home. Decision was made to carry a small quantity of these wine to the 2023 Cabernet Symposium. Remainder to be tasted and tasting notes to be available for the Symposium. A set of tangible questions to be developed in preparation for the tasting session. Also, viticulture descriptions for each Rootstock to be made available to allow for comparative aspects such as tannins, ripeness etc against tasting notes. PB to talk to Cath and Kerry in prep of the tasting. Seek interest amongst winemakers and sponsor EDG to attend the tasting at the Coonawarra Hall. Zema Estate to retrieve and forward Barrel Series to Brands Laira. PW will resolve these with the wines that went unpaid by the Melbournians. Consider an opening event for the Bond Store to recognise sponsors Bendigo Bank, WRC and the Balnaves family.	OL		
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 CVA awaiting the outcome

Date	Action Items	Person	Deadline	Status
21.10.21	<p>Penola Town Entrance – OL and Highland Fox visited the northern entrance to investigate options to increase the banner size in relation to the rest of the structure. It revealed that both height and width could be increased slightly, but it would not solve the dilemma. The structure would have to be modified significantly to host a 3,5m wide banner. Decision was made for CV not to become involved as it remains the responsibility of WRC.</p> <p>PMN. It was noted that the construction phase of the landscape to the northern entrance sign has commenced. Although CVA and members were consulted and input provided the final design and costing for the project was never communicated as was promised.</p>	OL		OL to arrange for a site meeting.
21.10.21	<p>Rail Trail Project Despite good progress with construction, concerns remain around the safe crossings with Riddoch Highway, the alignment of the connecting pathways with Coonawarra Hall, the placement of supporting infrastructure such as parking, benches, etc and the trail alignment at the siding. A decision was made to call for a site meeting with WRC to address concerns. Option to establish native species to be included.</p>	OL		
04.02.2021	<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		OL to consult with Paul Gordon re the signage.
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		Working group consisting of Luke Tocaciu, Brian Lynn, Ocker le Roux and other to be called and commenced work.

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	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
21/10/21	Quote of \$3,000 received for the sign and installation cost. Two years ago, cost inclusive of installation was \$600. Department has since outsourced the work to contractors. Remain work in progress.			Jl to contact Nic McBride to investigate solutions.
21 /10/21	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	BH/OL	Nov 2021	OL to proceed with test by mid-November as planned. DNA testing kid should reach us soon.

Date	Action Items	Person	Deadline	Status
	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

JI provided report back on the Finance Committee Meeting held on Monday, 18 October 2021.

1. Renewal of the EDG sponsorship to be pursued despite initial indications that it was most unlikely to occur.
2. Bond store content is now insured for \$20k with an access payment of \$500.00 for each event claim.
3. Alternative investment options were deferred until such time as the museum wine sale has materialised and the current market risk was lower.
4. A new temporary liquor licence valid 1 November 2021 to 30 July 2023 was obtained. Current license expires on 30 October 2021. This will allow the e-commerce store to keep trading until mid-2022.
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.
6. Age payables in order. Baxter resolved, Awaiting the Blok's invoice.
7. Age receivables > 60 days is \$11,404.65. Wattle Range Council owes \$3,250.49 which relates to the sale of Coonawarra branded wine glasses \$2,481.59; 60 days) and outstanding payment for advertising in the black book. (\$768.90; 90 days) Despite all attempts since June 2021, Gumlea's Q's 3 & 4 (20/21) membership fees (\$914.37) remains unpaid. They have not responded to emails or telephone communication. No invoices for Q's 1 & 2 (21/22) were issued to Gumlea either. A write down should be considered. (See item 16 below) The following members still have their Q1 membership unpaid and sits in the 90+ day category: Flints of Coonawarra, Ladbroke Grove Wines, Peter Thompson Wines, Yalumba Wines and The Blok. The Blok has since paid theirs on 17 October 2021 after intervention.
8. P&L result is satisfactory. YTD the net profit is \$58,404.60 versus a budgeted loss of \$16,859.00.
9. Balance Sheet - Cash on hand in the balance sheet is at \$88,137.92, whilst the combined savings accounts carry \$306,254.52.
10. Q2 membership invoices were sent out to all members during the first week of October.
11. P250 Grant application – Considerations for a new application after the three-region application were unsuccessful are:
 - a. A new calendar event in February, like Cellar Dwellers. February is traditionally a quieter month and more internationals and more people travelling without children. Develop four trails to be promoted weekly, but not exclusive to being available all month.
 - b. Geolocation Dashboard collecting anonymous visitation counts through Bluetooth and Wi-Fi device connectivity. Detection beacons are installed across the region to understand travel flow, popular destinations and counts for overnight visitors. This trend data informs important business making decisions and better equips our region's businesses and the Association to better service tourism visitors. All data is aggregated anonymously, and no personally identifiable information is collected or stored. Data is reported as a trend analysis, detection numbers are not per person, but per detection. PMN – After consultation with SAGE Automation, the estimated cost of the project was > \$120k. Further the Limestone Coast Local Government Association (LCLGA) is planning on deploying similar tech for the region at large.
12. South Australian Tourism Commission's 2021/22 Regional Event Fund to assist funding of the Coonawarra Cabernet Celebrations. Deliverables for the 1st installment and an invoice for \$15k was submitted to SATC on 14 Oct 2021. The remaining \$5k will be invoiced when we supply festival evaluation and results.
13. The eCommerce Accelerator Program (eCAP) continue to assist 9 of our members in marketing 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. Wine Australia is calling for EOIs by 30 Nov 2021 to continue the Connect Program in 2022. Focus is on regions in 2022. Request WA to do a presentation on the value proposition project Connect has offered to date.
14. OL reported that he had discussions with Vladimir Jiranek, head of the ARC Training Centre re transactional and accounting practises following concerns he had with research funding being paid to Athena instead of the University of Adelaide, thus avoiding or bypassing the 30% allocation to the Uni. Dr Jiranek offered explanations that Uni staff are allowed to operate private business and that the funds were appropriately channelled. A discussion followed on intellectual property as members are now able to commercially purchase Athena Towers which they help fund. BH propose CV consider developing a "Data governance policy" that state how we treat future agreements that involves data ownership.
15. JI highlight the past decision by the board to maintain a minimum cash reserve of \$300k. The decision was recorded in the board minutes of April 2020. What was not clear from the minutes was if it requires

a decision by the board if the threshold was to be breached. It does state we have to bring it back to above the threshold as soon as circumstances allows. We are currently at \$309k, despite our inability to host any major revenue generating activities during the past 19 months. JI stressed the importance of hosting ongoing revenue generating events. No firm decision was made. It will remain a topic for discussion once the museum wine sale has materialised and the investment climate have improved.

16. A notion was tabled by the Finance Committee to write down the outstanding debts of \$914.37 for member Gumlea Pty Ltd. After numerous attempts it is unlikely, we will be able to recover the outstanding debt related to outstanding membership fees. Moved by JI, seconded by PB. All in favour.
17. JI queried the value proposition our current membership contribution (\$6,500 pa) to the Limestone Coast Industry Council offers. As a minimum we should have regular reports from the CV rep as to demonstrate value. OL to formally write to Sue Hodder to request regular reporting.
18. JI moved the finance report. PW seconded.

5. Correspondence & Communication

- 5.1 E-mail correspondence to the organizer of the Warrnambool Wine and Food event to stipulate our terms of participation.
- 5.2 Letter of Support for Application IC220100015 "ARC Training Centre for Bioprocess Innovation", School of Agriculture, Food and Wine, The University of Adelaide re the extension of the Berry Shrivel Research Project – 24 Sep 21
- 5.3 Letter of concern to WRC re the potential withdrawal of annual RDALC funding. RDALC provides valuable business support and capacity building to many of our smaller members. – 29 Sep 21
- 5.4 E-Mail correspondence to WRC re concerns on the design of the Coonawarra Rail Trail – 21 Sep 21
- 5.5 Letter of support to the Penola Coonawarra Acoustic Music Gathering – 14 Sep 21
- 5.6 Letter received from Acting CEO at WRC Paul Duka in response to CVA letter of 29 Sep 21
- 5.7 E-Mail response from WRC re Coonawarra Rail Trail Concerns – 21 Sep 21

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

A Grant application was submitted to the ARC in collaboration with the University of Adelaide's Centre for Bioprocess Innovation to extend our research work on the Berry Shrivel Program. As per previous decision by the board a further \$15k was committed for the next three years. The application aims to significantly leverage the CVA contribution to the project. The project will use new cutting-edge technology developed at the University of Adelaide for volatile ethanol sensing to determine the vineyard environmental and management factors that are contributing to berry fermentation leading to shrivel. Ways to ameliorate the process through use of rootstocks, bunch shading (1) and cooling (2) will be examined. A model will be constructed based on climatic variables and volatile monitoring to predict the severity of shrivel. Potential biotic causes will also be examined: native yeast and fungi invading the breathing pores (lenticels) on the berry stem may exacerbate berry hypoxia at high temperatures. Consequences on wine production will be examined through vinification of grapes with different degrees of pre-harvest fermentation.

9. Industry Engagement

9.1 Spring Tourism Industry Networking Session was held on 22 September 2021 at Raidis Estate. The session introduced the program for the upcoming Cabernet Celebrations in October. Local media and four tourism/information centres for the Limestone Coast council areas were in attendance. Two of our patrons Doug Balnaves and Doug Bowen were also in attendance and Joy Bowen delivered a talk on the history of Coonawarra Celebrations. Biddie Shearing addressed the session on tourism developments in the Limestone Coast at large and council reps revealed their long weekend and school holiday programs.

9.2 Wine Australia's latest export market report was released on 19 October 2021 and a copy of the report was sent to members.

9.3 A site visit to be called with the Wattle Ranges Council to address concerns around the rail trail development. OL to contact P Halten to arrange for the site meeting.

10. CV Executive Officer Activity Report

10.1 Coonawarra Vignerons Cup – The Committee did costings on three potential outcomes. Option A, to deliver a pre-Covid event, Option B, a Cocktail Style Function and Option C, like this year. At a recent meeting the Cup Committee elected to proceed with Option B which involves sourcing a smaller marquee tent to deliver a cocktail style function, with a combination of stand up and sit-down formats. The next Cup Meeting is on 19 October 2021 to continue the planning and costing of the event. Considerations for tomorrow's meeting are, explore a single ticket price option, accessing the RAA marquee, (free through sponsorship), determine liabilities associated with cancellation fees, are there any grant opportunities currently available? DR asked if we are going to adopt a vaccination policy for the Cup event. OL to investigate what policy guidelines exist through State Government guidelines and consult with SAWIA on a position.

10.2 Coonawarra Cabernet Celebrations (October 2021) – Due to modified level 3 Covid measures introduced to three council areas of the Lower Southeast on 4 October, we had 5 outright cancellations and 2 deferrals. Week 2's attendance number were down. However, Week 3's attendance numbers were up and we foresee weekends 4 & 5 to be similar if the current status quo can be maintained. With the success of the Decadence Tasting of 15 October a second tasting events was offered. However, with only 2 tickets sold and 7 participating wineries, we had to cancel this event. Both the Golf Day and the Decadence Tasting delivered surpluses of \$2,000 each.

10.3 Coonawarra Cellar Door in the City Adelaide– Sunday, 21 November 2021. 24 Wineries have confirmed their participation in the postponed event at the National Wine Centre. The decision was made to proceed with this event, within the current capacity restrictions of 150ppl. To overcome the capacity restrictions and to achieve greater attendance we will be hosting 3 back-to-back sessions at a reduced time of 2 hours each. The proposed timetable is as follows: 1st Session: 11:00-1:00pm, 2nd Session: 1:30pm-3:30pm (Masterclass 1:30pm – 3pm) 3rd Session: 4:00pm-6:00pm It is proposed that we only promote the first two sessions in the first instance, before we release the 3rd session, which will open in response to demand of the first two sessions. The 2010 Vintage of the Century masterclass will run in conjunction with the 2nd session, allowing masterclass attendees to participate in the 1st session of the day (which includes a lunch offering) prior to the masterclass.

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**

SM to follow up with the Cabernet Symposium Committee as to the status of the re-revised application to Wine Australia through the Limestone Coast Grape & Wine for the mentioned projects.

11. Welfare, Health and Safety (WHS)

11.1 Risk Planning – COVID directions to be released on ongoing basis.
Covid Plan and Vaccination policy to be addressed for the Vignerons Cup Event.

12. Membership – Q2 membership invoices were sent to members during the first week of October.

13. New Business

13.1 National extension and adoption of the EcoVineyards Program - The board decided to maintain the existing agreement and funding commitment with Retallack Viticulture until June 2023. CVA's program is already into their 2nd and 4th year of advancement for the two intakes by the time the national program starts. By 2023 the biodiversity principles/teachings should have been transferred and successful implementation could commence. Should new members show interest in the future, they have the option to join the national program under their second three-year term.

13.2 BH refers to his discussion with Penfold's Peter Gago re the proposed sale of the museum wines. Concern was raised in releasing rare wines all at the same time. This could upset the supply/demand and subsequent price. Sales over a more extended time should be considered. Penfolds offered to recork and certify the Penfolds wines at no cost to CVA and to donate a bottle of their current release to compliment the collection. PB mentioned that a member approached him with a request to see if the Woodley Treasure Chest could not be set aside for posterity.

- 13.3** PB reports that the Primary Producers Sustainable Water Working Group recently met in preparation for their meeting with premier Steven Marshall on 23 October 2021 in Mount Gambier. The Group, of which Coonawarra Vignerons is a member, plan to present their collaborative approach on water management to the Premier. Currently members of the group are seeking clarification from their forest industry partner to clarify the 30k reduction in afforested area under the water allocation plan. The reasoning by the forest industry behind their lobbying for removing the reduction needs to be understood before the rest could endorse their claim.
- 13.4** SM reports that The Wine Grape Grower Council's AGM was held on the 12th via Zoom. Only twelve members were in attendance with no Limestone Coast representation. They have \$700k in retained income and was lobbying for levy increases. It was noted that the long outstanding matter on amalgamation goes unresolved.
- 13.5** SM highlighted the importance of Sustainable Wine Australia (SWA) and its certification program. Currently Coonawarra only has 8 participating SWA members of which only 2 are certified. Certification will become an integral and important part of grape growing, and wine making in the future and our ability to sell and market product. It was suggested we approach Mardi Longbottom who manages the program for the AWRI and Nicki Robbins from Barossa Grape and Wine who has experience in rolling out the certification program in the Barossa to find out more about the program and provide information on filling out the annual review. A local presentation to interested members to be considered
- 13.6** CVA to direct a letter of welcome and congratulations to Dr Martin Cole, newly appointed CEO for Wine Australia.
- 13.7** EB request that the CVA office gutters to be cleared from weed growth.

Meeting Closed 10:34am

Next Meeting – **Thursday, 25 November 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