

CGWI BOARD Meeting Minutes		
Thursday 3 February 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), Emma Bowen, Steven Raidis Ockert Le Roux (OL)	
Guest Attendees – Sub Committee Chairs	None	
Apologies	Sally Macleod	
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 2 December 2021 were moved by JI and seconded by EB as a true and accurate record. All in favour. It was noted that the CGWI Board Meeting scheduled for 27 January 2022 did reach a quorum and the meeting was subsequently postponed until 3 February 2022.

3. Outstanding Actions from previous minutes

Date	Action Items	Person	Deadline	Status
02.12.21.21	3.1 Board to consider Contributors / Icons Revisit nomination criteria and due process for awarding the honorary role of Patrons of Coonawarra. Past members, Greg Clayfield and Allen Jenkins to be considered for nomination.	OL		
03/02/22	Decision was made to assess nominee's deeds against criteria set for the induction of patrons. Board will make assessment and consult individually with members to obtain 15 signatories. Joy Bowen proposed a Patrons Dinner open to all members during which new patrons could be inducted.			
29/07/21	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.			
03.02.22	3.2 Storage of Wine Of the original two replications of each rootstock wines made in 2019, two dozen of each are currently stored at Kerry De Garis's home. Decision was made to carry a small quantity of these wine over to the next Cabernet Symposium. Remainder to be tasted and tasting notes to be available for the Rootstock Trial Workshop scheduled for 5 April 2022. 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. It was noted that Bond Store repairs	OL		

Date	Action Items	Person	Deadline	Status
	were completed by NTSA.			
03.02.22	<p>3.4 Wattle Range Council Actions</p> <p>Penola Bypass Entrance Sign and Landscaping. 45 Students of Mary McKillop and Penola Primary planted deciduous trees at the Northern entrance. No lightning is considered at this time. When trees have grown, lightning could be considered in future. Lavender had to be replanted as they died off during summer. Roses still to be established. Lights were installed to light up the big Redgum trees at the Southern entrance. Big, lettered Penola signage to go onto the elevated land at the back of the Redgum Trees during February. Landscaping of the low-lying swampy areas and seeding of native species remain outstanding.</p> <p>Rail Trail Project Subbase from Penola northern bypass to Glenroy Bool-Lagoon Road approx. 16 kms completed. Surface spray sealing for the above section planned in February. Construction of carpark near Coonawarra Siding is ongoing.</p> <p>Construction of a new footpath from Coonawarra Siding to Memorial Park commenced in January. Wynns Estate currently pruning the trees in front of their winery (along Memorial Drive) to assist Council's civil contractor to continue with the footpath construction. Refurbishment of male and female restrooms in the Memorial Park commenced in January.</p> <p>Council consultation with vignerons and RBCA regarding way finding signage between rail trail and wineries to commence on 3rd of February. RFP to be released by WRC and designers to submit proposals for trail logo wayfinding signage. CVA and RBCA to assist in decision making. PB propose that the way find signage to be consistent with the existing CVA and NTSA place maker signage.</p> <p>Joint walking date will be announced when WRC is ready. Construction of rail trail section in Penola is planned for March.</p> <p>PM informed the meeting of the old Goods Shed at the old railway land on Clark Street. The Department for Transport and Infrastructure (DIT) earmarked the shed to be demolished. Council has requested DIT to reconsider the proposal to demolish the building. DTI was advised to consult with the Penola community and investigate the likelihood of Penola National Trust taking over the asset.</p>	<p>OL</p> <p>OL</p>		

Date	Action Items	Person	Deadline	Status
	<p>The undesired state of the Coonawarra Park was discussed. The fencing, old sculpture, BBQ area all need a good clean-up. WRC is responsible for the routine maintenance of the park but is it not happening. Club Committee charman, Brian Tonkin to be approach on the idea of a working bee to clean the area.</p>		OL & PW	
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 extracted/considered in the lead up to the sale.</p> <p>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.
02.12.21	<p>PB circulated a proposal to Board members on 23 Nov which proposes CVA retains ownership of a full set of the Woodley Treasure Chest wines and auction off the rest of the museum wines. This comes after objections by CVA members just prior to the planned Langtons Auction in October 2021. The Board followed due process before they announced the sale a couple of years ago. This proposal is a compromise which will allow us to preserve heritage wines, whilst selling the rest.</p> <p>PB gave members the opportunity to debate the subject.</p> <p>SR questioned the purpose of liquidating the collection and how the proceeds will be used. If is not for a specific purpose and we currently have</p>			

Date	Action Items	Person	Deadline	Status
	<p>sufficient cash reserves, then don't liquidate. Its heritage value is higher than its cash value.</p> <p>JI reminds the meeting of the original motivation for the sale. As the older wines starts to reach their "best by date", the value of the collection starts to decline which is already evident. Langtons made similar comments in their visual assessments of the wines in September 2021 via images provided. Secondly, there is no way in which an equitable outcome could be achieved by tasting the wine. There is not enough wine to achieve this outcome. At least cash provides an equitable outcome to all.</p> <p>EB queried the original purpose of the museum wines and if they were ever acquired to be divested. PB and PW explained that the collection is mainly left-over wines from masterclass sessions over the last couple of decades.</p> <p>LT challenged the heritage value of the collection. This far we haven't exploited this value through displays or marketing campaigns of the collection. It has become less relevant to the younger generation of wine makers in Coonawarra.</p> <p>DR queried if the Woodley Treasure Chest is indeed a full set as it doesn't contain a 49 vintage. If it is just going to sit in the warehouse it has no heritage value.</p> <p>PW don't think the display of older Coonawarra wines at the National Wine Centre will offer much value either. This decision to sell was made a couple of years ago and we should follow through on our original decision.</p> <p>EB recognises the historic value of the collection and opposes its sale. It was never intended to fund future endeavours and should be preserved. The international wines and lesser vintages could still be used in masterclass and tastings events.</p> <p>OL to prepare wording to go to members proposing to retain a full set of Woodley Treasure Chest Wines and to sell the remainder of the Museum Wine collection as per the Board's original decision.</p>			

Date	Action Items	Person	Deadline	Status
29.07.21	<p>3.6 CV Weather Station</p> <p>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.</p> <p>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.</p> <p>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)</p>	HL/OL		<p>MOU was presented to Tim Powell for signature on 31 Jan 2022.</p> <p>PMN. Hans Loder met with teachers at the Penola Secondary School on 16.02.22 to introduce weather station data. Project was delayed due to school access during Covid times.</p>
03.02.21	<p>3.12 Trademark renewal</p> <p>Coonawarra Australia's Red Wine Centre (renewed 27 May 2021 valid until 2032)</p> <p>Institute of Cabernet (renewed on 5 March 2020, valid until March 2030)</p> <p>Coonawarra – Australia's Other Red Centre due 8 Mar 2022 (\$400)</p>	OL	8 March 2022	
24/6/21	<p>3.13 Coonawarra Siding Road Sign</p> <p>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.</p>	JL.PW	Ongoing	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.			
02/12/21	<p>A further quote was received for the sign and installation cost, this time for \$4,000. JI contacted Miranda Ling at SATC, and she was unable to assist either. An opportunity exists for the DTI maintenance team to install when they come to region.</p> <p>PW requested if we can at least have the old sculptor removed.</p>			JI contacted Nic McBride office to assist.

Date	Action Items	Person	Deadline	Status
02 /12/21	<p>3.14 Original Vine at Yallum Park</p> <p>Three DNA samples were collected on 19 Nov from what appears to be three separate vines growing in the Yallum Park Garden. The samples were collected by Cath Kidman accompanied by ampelography notes, GPS locations and images. The samples were posted to Chris Rogers on the same day to join the Barossa samples to go to France. PMN - Last reports from Chris on 20/12/21 was that the sample got hold up at Tullamarine airport in Melbourne due to limited flights to Europe.</p> <p>Chris Roger from Barossa Vine Improvement program who facilitated the DNA tests on our behalf reported on 13 Jan that the samples went missing in the postal service between Australia and France. Plan B is devised to have the samples taken again and analysed by AWRI in Adelaide.</p>	BH/OL	Nov 2021	

4. Finance

The Finance Committee met on 24 January will all members in attendance. JI report as follow:

4.1 The participation fee of \$5,650 for the Wine Australia Virtual Tasting event in the UK “Unearthing Coonawarra Cabernet” was paid in January. The fee will be recovered through participating members contributions and DTI grant funding. The webinar is scheduled for Thursday, 24 March 2022 at 8.30pm. The participating wineries are, Rymill, Balnaves, Patrick, Redman, Koonara and Majella with one wine each being presented. In a conversation hosted by our moderator Corrina Wright, four winemakers discuss what makes Coonawarra the perfect spot for producing elegant, complex Cabernet Sauvignon. Wines were dispatched to the UK and the tasting booklet is being finalised.

4.2 **Alternative Investment Options** – Deferred until further notice.

4.3 **Auction of museum wines** - was discussed under 3.5 above.

4.4 **Limestone Coast Grape and Wine Council** – CVA’s representative at LCGWC Sue Hodder met with PB and OL on 19 Jan. Sue was to address the meeting today on the review process they are undertaking. As Sue is an apology, the matter will stand over until the next meeting.

4.5 Financials -

4.5.1 As the Board Meeting was delayed by a week, JI reported on the financial statements as of 2 Feb 2022, instead of 20 January 2022 under the Finance Committee Meeting.

4.5.2 Aged payables Total due is \$1,132.44 which all relates to wine sales through the e-commerce store.

4.5.3 Age receivables > 60 days were reduced from \$18,123.00 the previous month to \$8,272.76 this month. However, 5 members still have Q2 membership fees outstanding. Summer trading was difficult for most members. The meeting debated a rate reduction relief to members as a goodwill gesture under current trading conditions. The board requested the Finance Committee to consider a potential rate relief mechanism and come back to the board with a proposal.

4.5.4 P&L and Balance sheet

4.5.4.1 YTD our net profit is \$259.29 versus a budge loss of \$16,859.00. The move in net profit from last month was brought about reallocating unrealised Cup income and expenses from the P&L to the balance sheet. This was advised by our accountant Murray Nankivel. Sponsorship income of \$25,650.00 and marquee expense of \$4,819.25 was capitalised and will be brought back into the P&L with the next cup event which falls in the next financial year.

4.5.4.2 Cash on hand in the balance sheet is at \$66,010.78, whilst the two savings accounts carry \$306,254.52 combined.

4.5.5 Update on current grant status:

4.5.5.1 **P250 Grant application** – After the withdrawal of the joint Coonawarra, Langhorne Creek and Clare Valley funding application for the Taste a New Place Campaign, a few alternative projects were considered. The quotation for the proposed Geolocation Dashboard collecting visitation counts came in at \$120k, well above the available \$30k. Also, the Limestone Coast Local Government Association are

planning for deploying similar technology in the future. A new calendar event in February, like Cellar Dwellers was proposed. With the resignation of the Events and Marketing Office and a new appointment pending, we will most likely be under resourced to complete the project in the allotted time. An application was submitted on 16 November 2021 to SAWIA seeking to facilitate a low-risk adoption opportunity for vignerons of a locally developed technology, thus increasing the water use efficiency of vineyards. Transp-IR novel plant water status sensors were developed in collaboration with the University of Adelaide over the past three years and is now commercially available. The application of \$20k (P250 funding) plus \$11k in kind contribution allow for the purchase of 15 sensors. Growers to deploy towers with minimal (financial/time) risk and provide feedback on their experiences setting up the Athena towers and using the Athena Irrigation dashboard to guide decision making within their own business. The anticipated result will be increased savings of water and energy, and thereby profitability to Coonawarra winegrape growers. PMN – Application approval was received from SAWIA on 6 Jan 2022.

- 4.5.5.2 **South Australian Tourism Commission's 2021/22 Regional Event Fund** The month-long Coonawarra Cabernet Celebrations event was successfully delivered. A report for submission is pending and the outstanding \$5k will be invoiced when we submit the festival evaluation and results.
- 4.5.5.3 **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. OL to approach the following members for their participation, Balnaves of Coonawarra, Wynns Coonawarra Estate, Patrick of Coonawarra, Redman Wines, Zema Estate and Majella Coonawarra. CVA did not submit an EOI to participate in Wine Australia's Connect 2022 program by the end of November 2021. Although the platform cost was reduced to \$2,000 in 2022, the various international marketing programs/campaigns on offer ranged between \$5k and \$300k. The cost to benefit ratio for Coonawarra in the export markets in Europe and North America was not derived under the current Connect program, hence the decision not to continue in 2022.
- 4.5.5.4 **Major Events Support Grant** – SATC released a support grant to assist South Australian organisers who had to cancel major public events between 27 December 2021 and 26 January 2022. CVA staff is currently studying the eligibility criteria and what losses qualify for submission. Submissions close on 30 March 2022, but CVA will submit their application soonest to assist with cashflow.
- 4.5.6 **Events Update**
 - 4.5.6.1 **Coonawarra Vignerons Cup** – At a combined meeting of the CGWI Board and the Coonawarra Vignerons Cup Committee on 4 January 2022, it was decided through a vote that the 2022 will be cancelled. The opening of the SA borders and the fast-spreading Omicron variant of Covid-19 led to the decision. It was quite a disappointment to most and to the Committee members who invested considerable time in delivering the event.
 - 4.5.6.2 **Cellar Dwellers & Cabernet Celebrations** – CVA are requesting members to submit their events listings by the required dates to enable us to start finalising the programs for these two Events.
- 4.5.7 JI moved the finance report. PW seconded.

5. Correspondence & Communication

- 5.1 Letter to Brett Anderson at CW Wines re CV membership 24 Jan 2022
- 5.2 Letter of appreciation to Sydney White at Selector Magazine 17 Jan 2022
- 5.3 Letter to Rasheed Hatif at SATC re Major Events Support Grant 11 Jan 2022
- 5.4 Letter of employment offer to Dearne Gunn 16 Dec 2022

6. CV Resourcing

- 6.1 Kate Palm was appointed as the new Events and Marketing Officer, effective February 1, 2022. She is replacing Heidi Eldridge, who resigned in November 2021 to join the Limestone Coast Local Government Association as Destination Development Coordinator. Kate, who holds an Advanced Diploma of Events Management, brings a wealth of experience from various events and account management roles she occupied previously. Her key responsibilities will be coordinating Coonawarra Vignerons' events, the management of our marketing and promotional activities, and assisting with administrative tasks. The role will continue to be part-time, and Kate will work from the Coonawarra Vignerons office in Penola on Tuesdays, Wednesdays, and Fridays of each week. Consider inviting Kate to our next meeting.

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 will take place on 24 February 2022

9. Industry Engagement

Wattle Ranges Council – Discussed previously under 3.4

10. CV Executive Officer Activity Report

11. Welfare, Health and Safety (WHS)

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

12. Membership – None to report.

13. New Business

13.1 **Proposed in-house masterclass** - EB tables a motion in which CVA uses the 2006 Super Tuscan and South American wines in the Museum Wine collection to conduct an in-house masterclass training session open to all members. The motion was carried with all present in favour. The masterclass will be presented soon after vintage 2022 was completed. It was further decided to value the Museum wines to be used at their median prices in accordance with the July 2021 Langtons appraisal. Member wines of the 2006 vintage are sought to form part of the in-house masterclass and could either be sold or donated. It is estimated that tickets will be priced at circa \$60.00-\$70.00 range depending on how many donations were received.

13.2 **LCGWC value proposition** – Stand over until the next meeting as Sue Hodder is an apology for today.

13.3 **Review of the 2022 events** - The meeting decided for the 2022 events to proceed as the risk of the pandemic over the last two years seems to be diminishing as the year goes along. Confidence levels are on the up and we should capitalise on hosting events which generates cash for the Association. The Board will keep monitoring the situation over the next months and adjust decisions according to circumstances.

13.4 **Coonawarra Running Festival** – All agreed that hosting a running festival is a positive for the region and that we should support the event. CVA to meet with the organisers to understand what their expectations are of our involvement and report back to the Finance Meeting.

13.5 **Surplus Fruit Register** – PB purpose we establish a register in which members record their surplus fruit for the 2022 vintage.

Meeting Closed 10:12am

Next Meeting – Thursday, 24 February 2021 - Brand's Laira Coonawarra Board Room

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											
Business Hardship Grant	Department of Treasury	G	To provide assistance to those businesses impacted by health restrictions in place from 27 December 2021, but are not eligible for the tourism, hospitality and gym grants.	-	Eligible employing businesses will be provided with a once-off \$6,000 grant.	11-Jan-22	-	Applications close midnight 31 March 2022.	-	-	Guidelines and applications
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
Major Events Support Grant	SATC/Treasury	G	To support South Australian organisers who had to cancel major public events in Dec/Jan		*TBD	11-Jan-22	Once off	Applications close midnight 31 March 2022.	-	\$ -	Application will be completed and submitted as soon as all Cup losses were summarised
Grants approved and being implemented											
P250	SAIWA	G	Plant Based Sensors in Irrigation decisionmaking	6-Jan-22	\$ 31,000.00	24-Jan-22	5 months	30 June 2022	\$ -	\$ -	Fifteen members invited to the inaugural workshop meeting on 24 January 2022
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	-	\$ -	First payment of \$20k completed for CCC 2021