

**Wine Grape Council
South Australia**

Heather Webster - Chair

- Chair since June 2016
- WGCSA - Langhorne Creek Councillor since 2011
- Grape Grower and small Wine Producer
- CSIRO (10 years)
- Former CEO SA government (11 years 5 Ministers)
- Former Chair of International Association of Public Transport
- MBA and Bachelor of Science
- Board Director (11 years) (Beyond Bank Aust)
- SA Councillor (10 years) and Fellow of the Australian Institute of Company Directors (AICD)

Supports and represents South Australian wine grape growers



Our goal is to

Assist SA Growers to be the best, most respected and professional Wine Grape Growers in Australia.

Support Growers in navigating through legislation that affects their business.

Be a trusted and reliable point of contact for all SA Wine Grape Growers.

Strive to consistently make SA Wine Grapes the most highly sought after grapes in the country.

Educate Growers on best practices and threats to success (Record keeping, pest and disease, WHS, risk assessments).

Advocate for and support our Wine Grape Growers through our strong relationships with Government.

The world moves fast, we need to predict as well as respond.

Provide useful resources for growers to help improve their business.

Current as at 1 July 2017

Casual

In SA all payments for grapes purchased in a year must be made by 30 September. The processor to pay interest on amounts outstanding after this date. This is the Commonwealth Bank overdraft rate (9.31% p.a. as of 19 August 2010) from 1 December. If you are having trouble getting...

National Wine Grape Despatch Docket

Sample Only

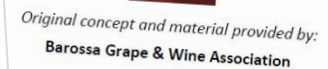
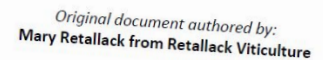
Specialist Advice

As a member of WGCSA you have access to – at no additional cost – an advisory service on any issue relating to the employment and safety of workers with the South Australian Wine Industry Association (SAWIA).

- Which awards to pay workers under
- Rates of pay – penalty rates, piece-rates (e.g. for pruners)
- Employment contracts
- Casuals vs permanents vs contractors – what's best for you
- Contractor/sub-Contractor agreements



*Information for Wine Grape Growers
and Purchasers*



Supported by
Government of South Australia
Primary Industries and Regions SA

What we do for you

Keep you up to date with the latest information for SA grape growers



January Update

Delivery Despatch books - Order now!

Did you know we have delivery docket books for grape growers? These standardised delivery dockets were developed in response to grower requests for a convenient option that can be used when wineries don't supply their own form.

The books save costs, reduce mistakes and improve record keeping and communication between growers, wineries and transporters. They also comply with transport, quarantine and label integrity legislation.

The dockets are available from WGCSA and cost \$11 (plus postage) per book of 25 forms in triplicate.

These will be available to collect from regional offices during January and February to save you postage costs. Order yours now and get ready for harvest!

[Order Now](#)



In this issue

- [Delivery Despatch books - Order now!](#)
- [Downy mildew - Keep up to date with the latest info from AWRI](#)
- [Applications open for the \\$50 million Export and Regional Wine Support Package](#)
- [Get to know your WGCSA](#)
- [Wine Tourism Biosecurity Program](#)
- [Show off your vineyard!](#)

Downy mildew - Keep up to date with the latest info from AWRI



Examples of downy mildew 'oil spots' on grape leaves. Source: AWRI

Wet weather across a number of grape growing regions has led to conditions



February Update

Harvest underway across SA

The 2018 vintage has begun with harvesting underway in every region. Initial reports from growers indicates good quality grapes at average yield levels.

Of course in the midst of harvest, everything is happening! This newsletter is full of vital information about issues that will have a direct impact on grape growers. Key issues include, the release of the draft National Alcohol Strategy, a proposed approach to spray drift management and the new labour hire licensing legislation. Be sure to put on the kettle, have a cup of coffee and catch up on the latest news.

We wish growers all the best as harvest continues. If you have any questions, don't hesitate to get in touch!

In this issue

- [Harvest underway across SA](#)
- [Save the date! 2018 Grape Grower Roadshow](#)
- [Draft National Alcohol Strategy puts wine and grape industry at risk](#)
- [Proposed approach to spray drift management](#)

What we do for you

Hold events for SA grape growers to learn more about their industry from the experts

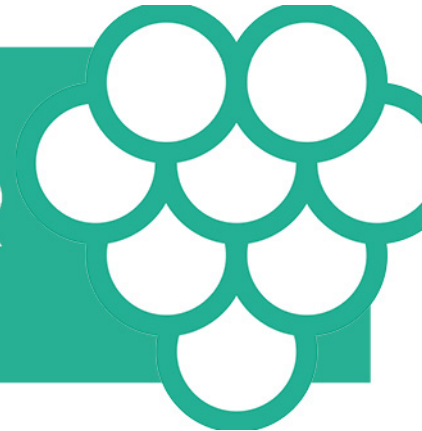
**2017 SOUTH AUSTRALIAN
WINE GRAPE GROWERS SUMMIT**

FRIDAY 28 JULY
Barossa Arts & Convention Centre
TANUNDA

SA GRAPEGROWERS LEAD THE WAY



**2018
GRAPE GROWER
ROADSHOW**



What we do for you

Provide access to the latest analysis of the SA wine industry to assist with decision making in the vineyard.

Reports & Analysis

SA Crush & Pricing Report



This report contains the most comprehensive information available on supply, crush and average purchase price of winegrapes for the South Australian winegrape industry.

Grape profitability by SA region



WGCSA has analysed the yield and price figures in the SA Winegrape Crush Survey to determine the gross return by variety for major varieties in the largest wine region of SA.

Global Market Analysis



2017 SA Wine Grape Growers Summit



Warren Randall discusses what makes South Australian wine so good and how he has had success exporting wine to China.



Hear the latest analysis of the global wine industry with Tim Hunt, General Manager of Research Food & Agriculture at Rabobank.



Brad Simmons from Mutual Trust shares his knowledge on succession planning and how families can avoid issues throughout the process.



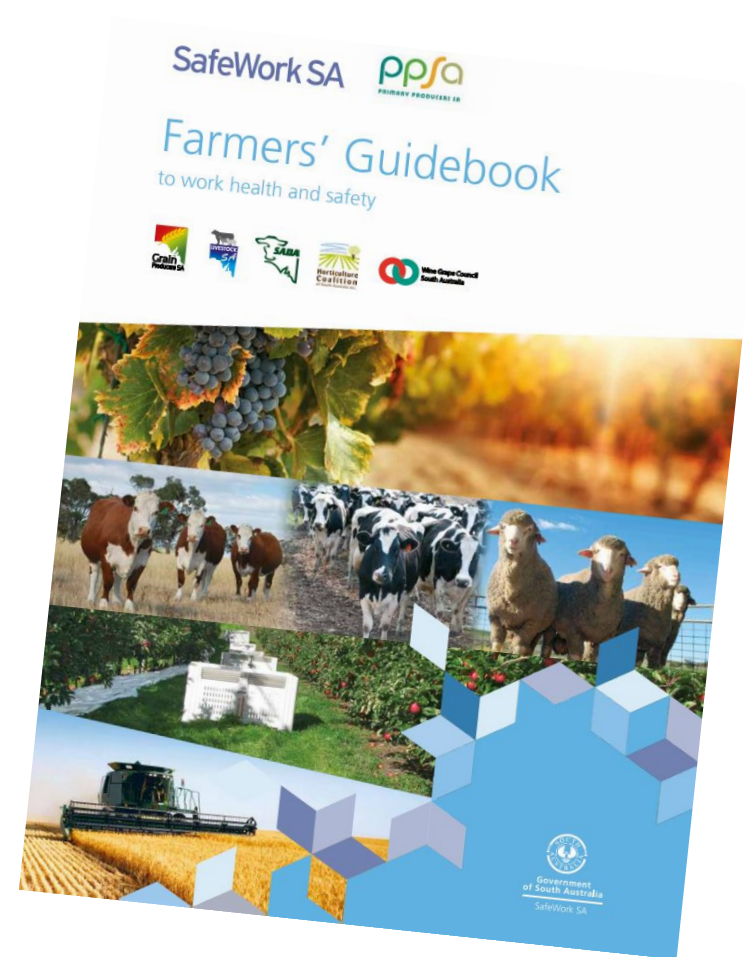
As sponsors of the 2017 SA Wine Grape Growers Summit, Beyond Bank were on hand to offer free financial advice to growers. Get in touch with them to make sure you have the best deal on offer.



2017 Summit MC, Phil Reedman, discusses the SA wine industry and the exciting information that speakers...

What we do for you

Work with other agricultural commodity groups through Primary Producers SA to ensure better outcomes for everyone in agriculture.



What we do for you

We're here when you need support, advice, advocacy, want to share ideas or simply be heard.

**HELPING
SA GRAPE GROWERS
LEAD THE WAY**



Wine Grape Council
South Australia



Our role in the big picture

FEDERAL REPRESENTATION



National industry body for Australian wine makers.
Funded by voluntary membership.



National advocacy body for Australian wine grape growers.
Funded by state/regional member organisations.

Wine Australia

National statutory agency investing R&D, promotion & protecting the reputation of Australian wine.
Funded by national wine grape levies.

GOVERNMENT



Australian Government
Department of Agriculture and Water Resources

Collect national wine/grape levies.

STATE REPRESENTATION



Responsible for keep SA vineyards free from major pests and diseases.
Funded by a compulsory levy of \$9.50/ha.



Represents and provides services to SA wine grape growers.
Funded by voluntary membership.



SOUTH AUSTRALIAN WINE INDUSTRY ASSOCIATION INCORPORATED

Represents and provides services to South Australian wine makers.
Funded by voluntary membership.

GOVERNMENT

PRIMARY INDUSTRIES & REGIONS SA PIRSA

Lead state government agency on wine industry. Responsible for collecting levies.

REGIONAL REPRESENTATION



COONAWARRA \ Take the Time

REGIONAL LOCAL COUNCILS



ADELAIDE PLAINS - MOUNT BENSON - ROBE - SOUTHERN FLEURIEU

Our people

Council Members



Heather Webster
Chair
Region Five
Langhorne Creek



Hamish Laurie
Region One
Adelaide Hills, Adelaide
Plains, The Peninsulas and
Mount Lofty Ranges



Adrian Hoffman
Region Two
Barossa Valley, Eden Valley
and Barossa Other



Anna Baum
Region Three
Clare Valley & Flinders
Ranges



Vacant
Region Four
Coonawarra



John Summers
Region Six
Bordertown, Mt Benson,
Mt Gambier, Padthaway,
Robe, Wrattenbully &
Limestone Coast



Andrew Press
Region Seven
Currency Creek, Kangaroo
Island, McLaren Vale,
Southern Fleurieu and
Fleurieu Other

Staff



Lisa Bennier
Business Manager



Sheridan Alm
Region Eight
Riverland and Lower Murray

BUSINESS PLAN ON A PAGE

2018-2020

Vision: Profitable and sustainable grape growers and industry in South Australia

Mission: Protect, support and enhance the grape growing businesses of South Australia, delivering a net positive financial outcome for our members.

WGCSA Strategy	Mechanism	Benefits to Members
Political advocacy and policy	Establish political influence, capability and relationships and be seen as the organisation which needs to be engaged and listened to. Work with research organisations to set priorities and disseminate results.	<ul style="list-style-type: none"> Insurance against catastrophic damage to business and the wine industry in SA
Working with other relevant bodies	Build skills and experience to: <ul style="list-style-type: none"> develop and implement coordinated communications and political advocacy with regional bodies; Work closely with SAWIA, to identify, develop and provide services to members; Work with Australian Vignerons to deliver a cost-effective national advocacy strategy; build effective partnerships to ensure maximum coordination of messaging and advocacy. 	<ul style="list-style-type: none"> Better value from levy payments to bodies at local, state and national Reduced duplication of effort across different bodies, with a clear demarcation for each of the groups
Grants and fund raising for members and the Association	Identify funding opportunities and support the Association and members to successfully apply for or leverage funds.	<ul style="list-style-type: none"> Greater leverage on levy income means that the Association can be more effective. Support members for members personal development and business development.
Communities of interest	Facilitate communities of interest from amongst the members based on interests and demand. For example, these could include: <ul style="list-style-type: none"> Operations of (small, medium and larger) viticultural operations Alternative viticultural methods such as organics Linking grape growing with tourism operations Precision viticulture and the use of drones, robotics, sensors etc. 	<ul style="list-style-type: none"> Encourage continuously improvement and industry learning by sharing research and ideas with others who have similar types of operations and interest.
Discounts for members	Work with regional bodies to seek out opportunities for supplier discounts based on collective purchasing agreements	<ul style="list-style-type: none"> Reduced costs of doing business for members
Performance Evaluation	Monitor, evaluate and report the performance of the organisation based on agreed performance metrics	<ul style="list-style-type: none"> Members have a clear picture of what value the Association is delivering for them.

State issues facing growers

Government withdrawal from R&D

New legislation around employment,

The impact of the draft National Alcohol Strategy

Transport issues – Chain of Responsibility and NHVR requirements

Threats to agriculture from mining, housing

Pests and disease risk

Smoke Taint

Chemical trespass (Spray drift)

Seasonal workforce



Wine Grape Council
South Australia

National issues facing growers

Research & development priorities

International Market Access

(e.g. residue levels)

Advocacy with the Federal Government

(Taxation, OHS, indirect legislation e.g. backpacker tax, alcohol legislation labeling)

Biosecurity

Funding WGCSA

State and Federal government representation is provided under the *Primary Industry Funding Scheme Act* through a voluntary levy.

Levy regulations are renewed every 5 years as per the requirements set by the Minister.

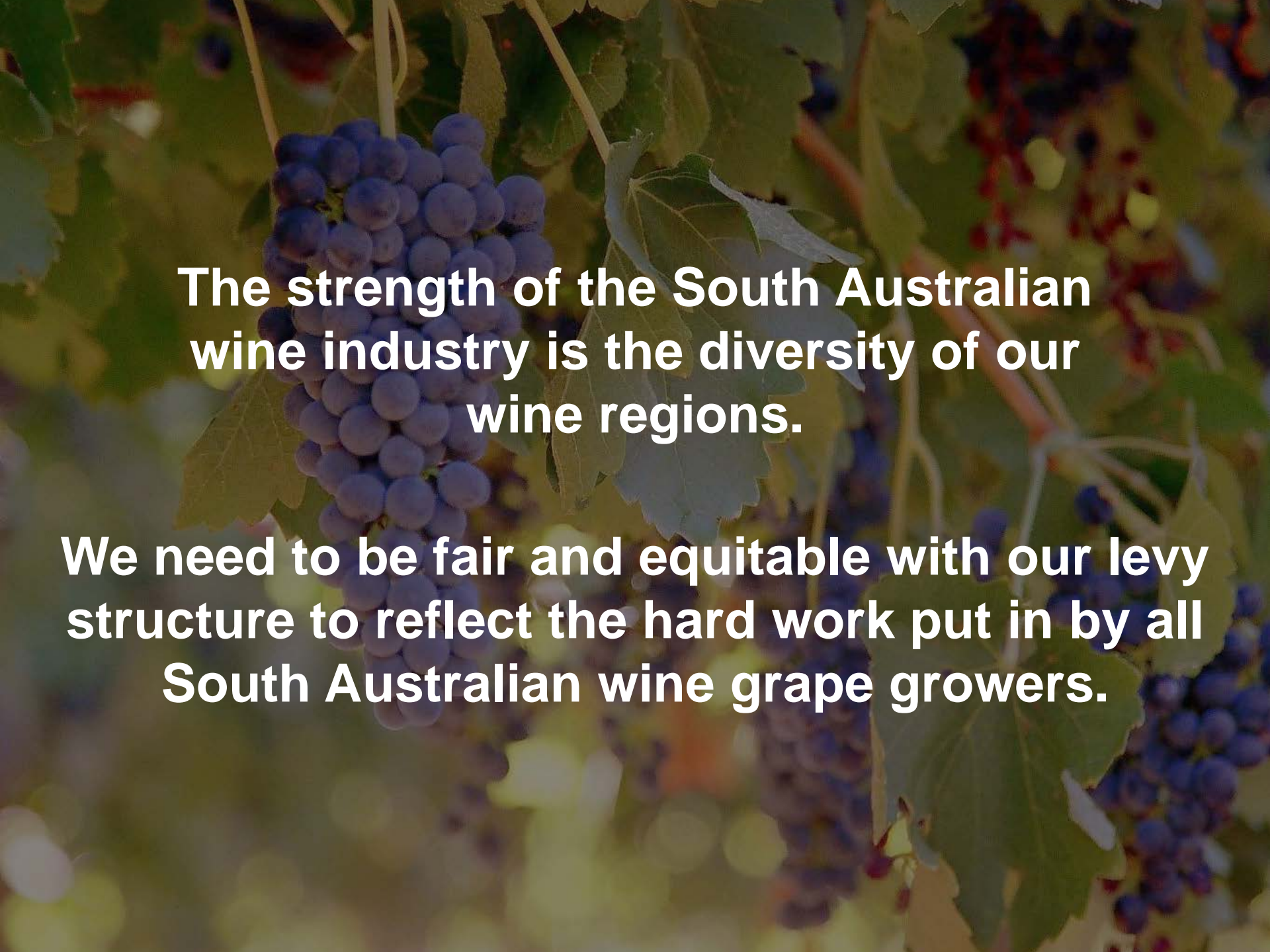


Levy structure

The current levy structure is based on \$1 per tonne and has not changed since 2009.

The current levy raised \$420k (2016) and \$550k (2017).

The current levy structure does not properly reflect the diverse nature of the wine grape growing regions of South Australia.



The strength of the South Australian wine industry is the diversity of our wine regions.

We need to be fair and equitable with our levy structure to reflect the hard work put in by all South Australian wine grape growers.

Levy proposal

WGCSA has studied every option for a new levy structure (per tonne, by value, by hectare, combinations of above...)

The levy structure must be guided by practicality of collection (wineries)

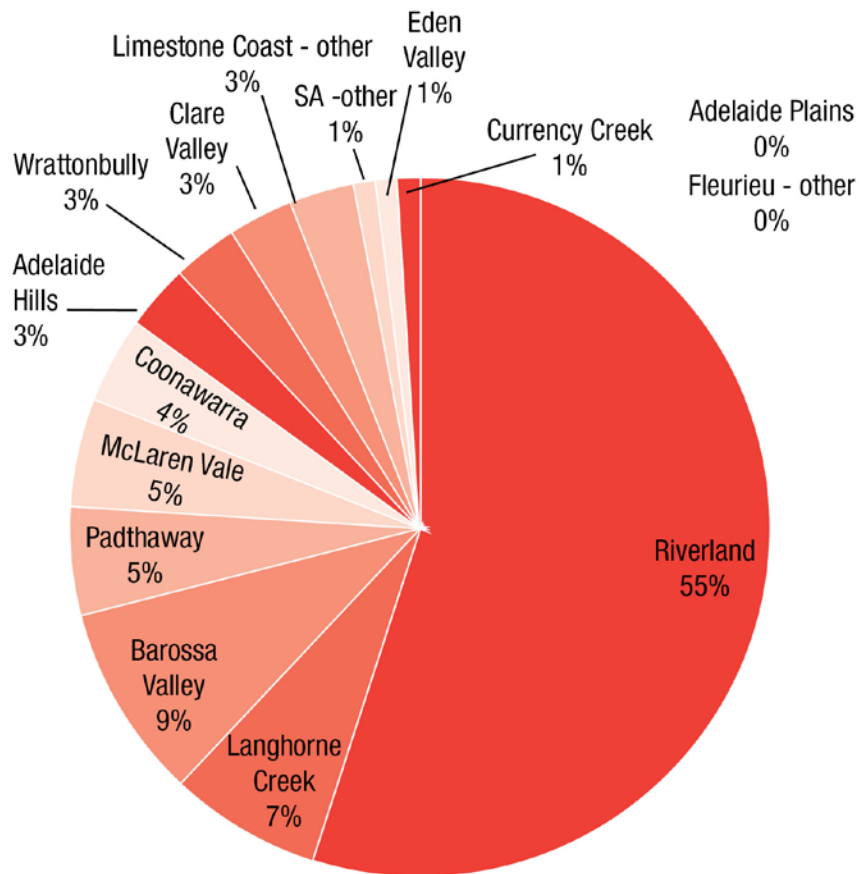
Proposition: 0.2% of the crush value

This will ensure a fair and equitable contribution from all wine grape growing regions in support of the state representative body.

Value vs Volume

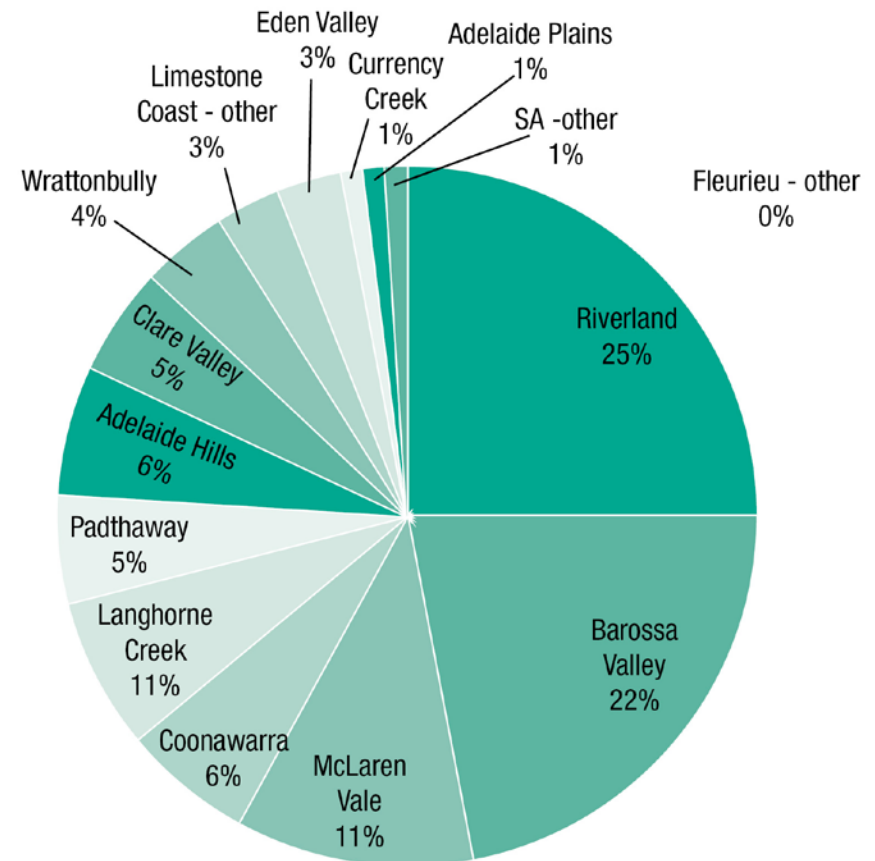
2017

Volume share of grapes crushed in SA



2017

Value share of grapes crushed in SA



What does 0.2% look like?

\$2 per \$1000

\$20 per \$10,000

\$200 per \$100,000

\$400 per \$200,000

\$1000 per \$500,000

If you're paying \$1000 per year, that's \$19 per week.

This money ensures your State body can continue to provide advice, advocacy, resources and reassurance for your livelihood.