

STRATEGIC PLAN 2010 - 2014

**WINE GRAPES MARKETING BOARD
NEW SOUTH WALES RIVERINA**



**STRATEGIC OPERATIONS PLAN
2010 - 2014
OPERATING BUDGET
2010**



Riverina
**WINE GRAPES
MARKETING BOARD**

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Riverina
WINE GRAPES
MARKETING BOARD

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BOARD OFFICES

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BOARD EXECUTIVE MEMBERS & STAFF

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Robert Bellato
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Chief Executive Officer

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ACRONYMS USED IN THIS DOCUMENT

ABS	Australian Bureau of Statistics
APVMA	Aust. Pest. & Veterinary Medicines Authority
AWBC	Australian Wine & Brandy Corporation
AWRI	Australian Wine Research Institute
DII	Department of Industry and Investment
DVD	Digital Video Disc
EPA	Environment Protection Authority
GIS	Geographical Information System
HACCP	Hazards Analysis of Critical Control Points
LBAM	Light Brown Apple Moth
NSW	New South Wales
R&D	Research & Development
RIVIT	Riverina Viticulturalists
RTA	Roads and Traffic Authority
RWIF	Riverina Wine Industry Forum
WFA	Winemakers Federation of Australia
WGGA	Wine Grape Growers Australia
WGMB	Wine Grapes Marketing Board

NOTICE OF MEETING TO APPROVE PLAN AND 2010 BUDGET

2010 - 2014 Strategic Operations Plan Presentation
 and the 2010 Operating Budget Meeting
 Tuesday 15 December 2009
 Griffith Exies Club Griffith NSW
 Commencing at 8pm
 Apologies to the Wine Grapes Marketing Board

Riverina - Wine Grapes Marketing Board

Strategic Operations Plan 2010 - 2014

Preface

The following strategic operations plan is written in accordance with the requirements of Section 15 of the *Agricultural Industry Services Act 1998*.

The Wine Grapes Marketing Board (Board) is constituted under the *Wine Grapes Marketing Board (Reconstitution) Act 2003* with its regulations from the *Agricultural Industry Services (Wine Grapes Marketing Board) Regulation 2003*.

Agricultural Industry Services

The Board is constituted to provide the following Agricultural Industry Services to winegrape producers in the area covered by the City of Griffith and the Local Government Areas of Leeton, Carrathool and Murrumbidgee.

- (a) the development of a code of conduct for contract negotiations between wine grape growers and wineries,
- (b) the development of draft contract provisions with respect to the sale of MIA wine grapes to wineries, including provisions with respect to:
 - (i) the prices to be paid by wineries, and
 - (ii) the terms and conditions of payment to be observed by wineries,in relation to MIA wine grapes delivered to them by wine grape growers,
- (c) the promotion of private contracts for the sale of MIA wine grapes to wineries by wine grape growers,
- (d) the collection and dissemination of market and industry information, including the production and publication of indicator prices for MIA wine grapes grown in the Board's area of operations,
- (e) the conduct of research and development into plant health in relation to wine grapes,
- (f) the provision of education and training in relation to wine grape production and marketing,
- (g) the promotion (in association with organisations representing wineries) of wine made from MIA wine grapes,
- (h) the promotion of regional industry, including regional winemaking, within the Board's area of operations,
- (i) the representation of the wine grape industry in relation to the matters referred to in paragraphs (a)–(h).

This strategic plan has been developed by the Board to enable growers the ability to view the activities and functions of the Board (cost \$3.66 inc GST per report, 500 printed). The budgets for each service listed has been developed by the Board and growers are able to view these on request. To account for cost items that apply to all services listed in this plan (eg. Insurances, rates, Board allowances, statutory audit fees, depreciation and fringe benefits tax) has been apportioned equally across all services.

To fund these agricultural industry services the Board places a charge on all wine grape production on a per tonne basis. The charge is only applied to the class of primary producers for which the Board is constituted (according to legislation). The charge is set by producers at a properly constituted meeting convened for the purposes of approving the expenditure of the Board against the activities and services proposed in the detailed budget contained within this document.

Comments on the 2010-2014 Strategic Operations Plan are encouraged. Growers should attend the meeting to discuss the plan on Tuesday 15 December 2009 at the Griffith Exies Club Griffith commencing at 8pm or contact the Board offices during business hours or via our email.

- 2010 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Development of a Code of Conduct for contract negotiations and draft contract provisions	Participate and manage the Riverina Wine Industry Forum (RWIF).	\$44,014
	Provide training on current contracts for growers and industry.	
	Set and enforce terms and conditions of payment for wine grapes.	
	Publish and Promote the Wine Industry Code of Conduct to industry	
	Monitor & Promote the adoption of long term wine grape contracts in the region.	
Information Collection, Dissemination and Transfer	Subscribe to industry publications for all constituted producers.	\$164,013
	Production of regional industry newsletter (6 times per year).	
	Maintenance of a regional website for industry (ongoing)	
	Staff attendance at Regional Association meetings.	
	Maintenance of online regional wine grape sale index.	
	Attendance at NSW Wine Industry Association meetings.	
	Attendance at national industry committees.	
	Attendance at NSW Irrigators Council Meetings	
	Update of regional GIS database on vine plantings.	
	Liaise with the AWBC Information Service.	
	Liaise with other grape growing regions	
	Subscribe to ABARE and ABS	
	Conduct RIVIT Group Meetings on a regular basis	
	Liaison with NSW DII (crop forecasting and vine health issues).	
	Attendance of Industry conferences and seminars.	
	Subscribe to NSW Business Chamber re: industry industrial relations issues.	
	Liaison with regulatory bodies (RTA, APVMA, EPA, AWRI, etc).	
	Subscribe to industry journals, newsletters and magazines.	
	Publication of Statutory Annual Report.	
	Encourage development of grower groups with regional wineries.	
Conduct of grower meetings.		
Hold meetings with the Riverina Winemakers Association		
Price Information and Communication with Wineries	Production of regional pricing guides for growers.	\$9,139
	Publication guide to grape picking prices.	
	Liaise with wineries regarding statutory price reporting.	
Research, Development and Extension in Vine Health and Environmental matters	Ground survey the region compliant with Phylloxera protocols.	\$213,492 (these projects)
	Develop protocols for Phylloxera testing in the region	
	Liaise with NSW DII on Phylloxera freedom for the Riverina MIA.	
	Fruit Fly issues, promotion of risks to growers and the community.	
	Conduct wine grape laboratory sampling service.	
	Liaison with NSW DII on R&D and vine health issues.	
	Attendance at NSW WIA meetings on R&D Priorities.	
	Liaison with regional irrigation companies on water matters	
	Maintain a regional weather station monitoring network service for growers.	
	Conduct of Light Brown Apple Moth (LBAM) monitoring and reporting.	
	Funding of and participation in research projects in the region.	
	Development of research proposals for the region.	
	Natural Disaster Assessment of vineyards (on a needs basis).	
	Conduct training for growers in professional & technical skills.	
	Development, sponsorship and conduct of grower field days.	
	Investigate environmental credentials of Riverina winegrape production.	
	Climate change issues.	
	On going delivery and management of HACCP based Food Safety system.	
Production, publication and distribution of Riverina Spray Diary.		
Provide grower viticultural advice and support.		

- 2010 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Research, Development and Extension in Vine Health and Environmental matters (continued)	GRWDC Grassroots Project - Irrigation Conversion Trial (delivery of outcomes)	\$171,779 (these projects)
	GWRDC Grassroots Project - Vine Balance	
	GWRDC Grassroots Project - Variety and Rootstock Evaluation	
	GWRDC Grassroots Project - Disease Identification and Management Training	
	GWRDC Grassroots Project - Verasion to Harvest Growers Guide	
	GWRDC Grassroots Project - Post Harvest Vineyard Management	
	GWRDC Grassroots Project - Regional Fact Sheet Development	
	GWRDC Grassroots Project - Vineyard Profitability Training Vine Biz	
Regional Promotion and increased GI labelling of Riverina wines	Compilation of Riverina wine industry based promotional DVD.	\$57,742
	Production of promotional DVD for the region on wine grape production.	
	Fund Tourism Touchscreens (interactive information for visitors).	
	Maintenance of wine displays (Griffith Airport & Leeton Visitors Centre).	
	Media releases (inclusion within industry publications).	
	Promotion of the region at industry functions.	
	Continue to aim and gain increased media exposure.	
	Liaison with wineries on collaborative promotional opportunities	
	Fund Grower promotional articles in regional tourism guides	
Regional Representation of wine grape growers and industry	Develop submissions to Government (Federal, State and Local) as required.	\$47,874
	NSW Irrigators Council membership (water issues).	
	Murrumbidgee Horticultural Council membership.	
	Liaison with National Industry Bodies (eg WGGA, WFA, AWBC)	
	Conduct media announcements to public and growers.	
	NSW Wine Industry Association membership.	
	Australian Business Limited membership.	
	NSW Farmers Association membership.	
	National Vine Health Steering Committee	
	Australian Society of Viticulture and Oenology meetings and membership	
Operational	Maintain Terms and Conditions of Payment.	\$207,909
	Manage the payment of Board fees and charges.	
	Compliance with Statutory obligations.	
	Prepare papers, conduct and minute Board meetings.	
	Maintenance of current office facilities, assets and accounts.	
	Staff training provision.	
TOTAL BUDGETED EXPENDITURE		\$919,963
BUDGETED INCOME		
Board Fees (\$3.90 per tonne 260,000 tonnes - constituted growers)		\$1,014,000
Interest from Banks		\$45,000
Proceeds from Sale of Assets		\$28,000
Research Funds		\$125,000
Sundries		\$21,552
TOTAL INCOME		\$1,233,552
2010 SURPLUS (DEFICIT)		\$313,590
Comments: Please note the higher expenditure is offset by funding through the GWRDC for Grassroots Project activities.		

- 2011 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Development of a Code of Conduct for contract negotiations and draft contract provisions	Participate and manage the Riverina Wine Industry Forum (RWIF).	\$44,500
	Provide training on current contracts for growers and industry.	
	Set and enforce terms and conditions of payment for wine grapes.	
	Publish and Promote the Wine Industry Code of Conduct to industry	
Information Collection, Dissemination and Transfer	Monitor & Promote the adoption of long term wine grape contracts in the region.	\$162,230
	Subscribe to industry publications for all constituted producers.	
	Production of regional industry newsletter (6 times per year).	
	Maintenance of a regional website for industry (ongoing)	
	Staff attendance at Regional Association meetings.	
	Maintenance of online regional wine grape sale index.	
	Attendance of NSW Wine Industry Association meetings.	
	Attendance of national industry committees.	
	Attendance at NSW Irrigators Council Meetings	
	Update of regional GIS database on vine plantings.	
	Liaise with the AWBC Information Service.	
	Liaise with other grape growing regions	
	Subscribe to ABARE and ABS	
	Conduct RIVIT Group Meetings on a regular basis	
	Liaison with NSW DII (crop forecasting and vine health issues).	
	Attendance of industry conferences and seminars.	
	Subscribe to Australian Business Limited re: industry industrial relations issues.	
	Liaison with regulatory bodies (RTA, APVMA, EPA, AWRI, etc).	
	Subscribe to industry journals, newsletters and magazines.	
	Publication of Annual Report	
Encourage development of grower groups with regional wineries		
Conduct of grower meetings		
Hold meetings with the Riverina Winemakers Association		
Price Information and Communication with Wineries	Production of regional pricing guides for growers.	\$9,210
	Publication guide to grape picking prices.	
	Liaise with wineries regarding statutory price reporting.	
Research, Development and Extension in Vine Health and Environmental matters	Continue ground survey the region compliant with Phylloxera protocols.	\$384,259
	Develop protocols for Phylloxera testing in the region	
	Liaise with NSW DII on Phylloxera freedom for the Riverina MIA.	
	Fruit Fly issues, promotion of risks to growers and the community	
	Conduct wine grape laboratory sampling service.	
	Liaison with NSW DII on R&D and vine health issues.	
	Attendance at NSW WIA meetings on R&D Priorities.	
	Liaison with regional irrigation companies on water matters.	
	Maintain a regional weather station monitoring network service for growers.	
	Conduct of Light Brown Apple Moth (LBAM) monitoring and reporting.	
	Funding of and participation in research projects in the region.	
	Development of research proposals for the region.	
	Natural Disaster Assessment of vineyards (on a needs basis).	
	Conduct training for growers in professional & technical skills.	
	Development, sponsorship and conduct of grower field days.	
	Investigate environmental credentials of Riverina winegrape production.	
	Climate change issues	
On going delivery and management of HACCP based Food Safety system.		
Production, publication and distribution of Riverina Spray Diary.		
Provide grower viticultural advice and support.		

- 2011 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Research, Development and Extension in Vine Health and Environmental matters (continued)	GRWDC Grassroots Project - Irrigation Conversion Trial (delivery of outcomes)	See previous page
	GWRDC Grassroots Project - Vine Balance	
	GWRDC Grassroots Project - Variety and Rootstock Evaluation	
	GWRDC Grassroots Project - Disease Identification and Management Training	
	GWRDC Grassroots Project - Verasion to Harvest Growers Guide	
	GWRDC Grassroots Project - Post Harvest Vineyard Management	
	GWRDC Grassroots Project - Regional Fact Sheet Development	
Regional Promotion and increased GI labelling of Riverina wines	Compilation of Riverina wine industry based promotional DVD.	\$58,425
	Production of promotional DVD for the region on wine grape production.	
	Fund Tourism Touchscreens (interactive information for visitors).	
	Maintenance of wine displays (Griffith Airport & Leeton Visitors Centre).	
	Media releases (inclusion within industry publications).	
	Promotion of the region at industry functions.	
	Continue to aim and gain increased media exposure.	
	Liaison with wineries on collaborative promotional opportunities	
Regional Representation of wine grape growers and industry	Develop submissions to Government (Federal, State and Local) as required.	\$52,012
	NSW Irrigators Council membership (water issues).	
	Murrumbidgee Horticultural Council membership.	
	Liaison with National Industry Bodies (eg WGGA, WFA, AWBC)	
	Conduct media announcements to public and growers.	
	NSW Wine Industry Association membership.	
	Australian Business Limited membership.	
	NSW Farmers Association membership.	
	National Vine Health Steering Committee	
	Australian Society of Viticulture and Oenology meetings and membership	
Operational	Maintain Terms and Conditions of Payment.	\$210,250
	Manage the payment of Board fees and charges.	
	Compliance with Statutory obligations.	
	Prepare papers, conduct and minute Board meetings.	
	Maintenance of current office facilities, assets and accounts.	
TOTAL BUDGETED EXPENDITURE		\$923,886
BUDGETED INCOME		
Board Fees (\$3.90 per tonne 275,000 tonnes - constituted growers)		\$1,072,500
Interest from Banks		\$47,000
Proceeds from Sale of Assets		\$500
Research Funds		\$205,000
Sundries		\$22,000
TOTAL INCOME		\$1,347,000
2011 SURPLUS (DEFICIT)		\$423,114
Comments: The increased Research funding accounted for should take into account the funding for Climate Change education.		

- 2012 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Development of a Code of Conduct for contract negotiations and draft contract provisions	Participate and manage the Riverina Wine Industry Forum (RWIF).	\$45,213
	Provide training on current contracts for growers and industry.	
	Set and enforce terms and conditions of payment for wine grapes.	
	Publish and Promote the Wine Industry Code of Conduct to industry	
	Monitor & Promote the adoption of long term wine grape contracts in the region.	
Information Collection, Dissemination and Transfer	Subscribe to industry publications for all constituted producers.	\$166,521
	Production of regional industry newsletter (6 times per year).	
	Maintenance of a regional website for industry (ongoing)	
	Staff attendance at Regional Association meetings.	
	Maintenance of online regional wine grape sale index.	
	Attendance of NSW Wine Industry Association meetings.	
	Attendance of national industry committees.	
	Attendance at NSW Irrigators Council Meetings	
	Update of regional GIS database on vine plantings.	
	Liaise with the AWBC Information Service.	
	Liaise with other grape growing regions	
	Subscribe to ABARE and ABS	
	Conduct RIVIT Group Meetings on a regular basis	
	Liaison with NSW DII (crop forecasting and vine health issues).	
	Attendance of industry conferences and seminars.	
	Subscribe to Australian Business Limited re: industry industrial relations issues.	
	Liaison with regulatory bodies (RTA, APVMA, EPA, AWRI, etc).	
	Subscribe to industry journals, newsletters and magazines.	
	Publication of Annual Report	
	Encourage development of grower groups with regional wineries	
Conduct of grower meetings		
Hold meetings with the Riverina Winemakers Association		
Price Information and Communication with Wineries	Production of regional pricing guides for growers.	\$9,350
	Publication guide to grape picking prices.	
	Liaise with wineries regarding statutory price reporting.	
Research, Development and Extension in Vine Health and Environmental matters	Continue ground survey the region compliant with Phylloxera protocols.	\$386,159
	Develop protocols for Phylloxera testing in the region	
	Liaise with NSW DII on Phylloxera freedom for the Riverina MIA.	
	Fruit Fly issues, promotion of risks to growers and the community	
	Conduct wine grape laboratory sampling service.	
	Liaison with NSW DII on R&D and vine health issues.	
	Attendance at NSW WIA meetings on R&D Priorities.	
	Liaison with regional irrigation companies on water matters.	
	Maintain a regional weather station monitoring network service for growers.	
	Conduct of Light Brown Apple Moth (LBAM) monitoring and reporting.	
	Funding of and participation in research projects in the region.	
	Development of research proposals for the region.	
	Natural Disaster Assessment of vineyards (on a needs basis).	
	Conduct training for growers in professional & technical skills.	
	Development, sponsorship and conduct of grower field days.	
	Investigate environmental credentials of Riverina winegrape production.	
	Climate change issues	
On going delivery and management of HACCP based Food Safety system.		
Production, publication and distribution of Riverina Spray Diary.		
Provide grower viticultural advice and support.		

- 2012 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Research, Development and Extension in Vine Health and Environmental matters (continued)	GRWDC Grassroots Project - Irrigation Conversion Trial (delivery of outcomes)	See previous page
	GWRDC Grassroots Project - Vine Balance	
	GWRDC Grassroots Project - Variety and Rootstock Evaluation	
	GWRDC Grassroots Project - Disease Identification and Management Training	
	GWRDC Grassroots Project - Verasion to Harvest Growers Guide	
	GWRDC Grassroots Project - Post Harvest Vineyard Management	
	GWRDC Grassroots Project - Regional Fact Sheet Development	
	GWRDC Grassroots Project - Vineyard Profitability Training Vine Biz	
Regional Promotion and increased GI labelling of Riverina wines	Compilation of Riverina wine industry based promotional DVD.	\$59,214
	Production of promotional DVD for the region on wine grape production.	
	Fund Tourism Touchscreens (interactive information for visitors).	
	Maintenance of wine displays (Griffith Airport & Leeton Visitors Centre).	
	Media releases (inclusion within industry publications).	
	Promotion of the region at industry functions.	
	Continue to aim and gain increased media exposure.	
	Liaison with wineries on collaborative promotional opportunities	
	Fund Grower promotional articles in regional tourism guides	
	Develop submissions to Government (Federal, State and Local) as required.	
Regional Representation of wine grape growers and industry	NSW Irrigators Council membership (water issues).	\$54,781
	Murrumbidgee Horticultural Council membership.	
	Liaison with National Industry Bodies (eg WGGA, WFA, AWBC)	
	Conduct media announcements to public and growers.	
	NSW Wine Industry Association membership.	
	Australian Business Limited membership.	
	NSW Farmers Association membership.	
	National Vine Health Steering Committee	
	Australian Society of Viticulture and Oenology meetings and membership	
	Maintain Terms and Conditions of Payment.	
Manage the payment of Board fees and charges.		
Compliance with Statutory obligations.		
Prepare papers, conduct and minute Board meetings.		
Maintenance of current office facilities, assets and accounts.		
Staff training provision.		
TOTAL BUDGETED EXPENDITURE		\$926,396
BUDGETED INCOME		
Board Fees (\$3.90 per tonne 290,000 tonnes - constituted growers)		\$1,131,000
Interest from Banks		\$45,000
Proceeds from Sale of Assets		\$42,000
Research Funds		\$205,000
Sundries		\$21,500
TOTAL INCOME		\$1,444,500
2012 SURPLUS (DEFICIT)		\$518,104
Comments:		

- 2013 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Development of a Code of Conduct for contract negotiations and draft contract provisions	Participate and manage the Riverina Wine Industry Forum (RWIF).	\$42,150
	Provide training on current contracts for growers and industry.	
	Set and enforce terms and conditions of payment for wine grapes.	
	Publish and Promote the Wine Industry Code of Conduct to industry	
	Monitor & Promote the adoption of long term wine grape contracts in the region.	
Information Collection, Dissemination and Transfer	Subscribe to industry publications for all constituted producers.	\$163,540
	Production of regional industry newsletter (6 times per year).	
	Maintenance of a regional website for industry (ongoing)	
	Staff attendance at Regional Association meetings	
	Maintenance of online regional wine grape sale index.	
	Attendance of NSW Wine Industry Association meetings.	
	Attendance of national industry committees.	
	Attendance at NSW Irrigators Council Meetings	
	Update of regional GIS database on vine plantings.	
	Liaise with the AWBC Information Service.	
	Liaise with other grape growing regions	
	Subscribe to ABARE and ABS	
	Conduct RIVIT Group Meetings on a regular basis	
	Liaison with NSW DII (crop forecasting and vine health issues).	
	Attendance of industry conferences and seminars.	
	Subscribe to Australian Business Limited re: industry industrial relations issues.	
	Liaison with regulatory bodies (RTA, APVMA, EPA, AWRI, etc).	
	Subscribe to industry journals, newsletters and magazines.	
	Publication of Annual Report	
	Encourage development of grower groups with regional wineries	
Conduct of grower meetings		
Hold meetings with the Riverina Winemakers Association		
Price Information and Communication with Wineries	Production of regional pricing guides for growers.	\$9,875
	Publication guide to grape picking prices.	
	Liaise with wineries regarding statutory price reporting.	
Research, Development and Extension in Vine Health and Environmental matters	Continue ground survey the region compliant with Phylloxera protocols.	\$387,135
	Develop protocols for Phylloxera testing in the region	
	Liaise with NSW DII on Phylloxera freedom for the Riverina MIA.	
	Fruit Fly issues, promotion of risks to growers and the community	
	Conduct wine grape laboratory sampling service.	
	Liaison with NSW DII on R&D and vine health issues.	
	Attendance at NSW WIA meetings on R&D Priorities.	
	Liaison with regional irrigation companies on water matters.	
	Maintain a regional weather station monitoring network service for growers.	
	Conduct of Light Brown Apple Moth (LBAM) monitoring and reporting.	
	Funding of and participation in research projects in the region.	
	Development of research proposals for the region.	
	Natural Disaster Assessment of vineyards (on a needs basis).	
	Conduct training for growers in professional & technical skills.	
	Development, sponsorship and conduct of grower field days.	
	Investigate environmental credentials of Riverina winegrape production.	
	Climate change issues	
On going delivery and management of HACCP based Food Safety system.		
Production, publication and distribution of Riverina Spray Diary.		
Provide grower viticultural advice and support.		

- 2013 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Research, Development and Extension in Vine Health and Environmental matters (continued)	GRWDC Grassroots Project - Irrigation Conversion Trial (delivery of outcomes)	See previous page
	GWRDC Grassroots Project - Vine Balance	
	GWRDC Grassroots Project - Variety and Rootstock Evaluation	
	GWRDC Grassroots Project - Disease Identification and Management Training	
	GWRDC Grassroots Project - Verasion to Harvest Growers Guide	
	GWRDC Grassroots Project - Post Harvest Vineyard Management	
	GWRDC Grassroots Project - Regional Fact Sheet Development	
	GWRDC Grassroots Project - Vineyard Profitability Training Vine Biz	
Regional Promotion and increased GI labelling of Riverina wines	Compilation of Riverina wine industry based promotional DVD.	\$59,845
	Production of promotional DVD for the region on wine grape production.	
	Fund Tourism Touchscreens (interactive information for visitors).	
	Maintenance of wine displays (Griffith Airport & Leeton Visitors Centre).	
	Media releases (inclusion within industry publications).	
	Promotion of the region at industry functions.	
	Continue to aim and gain increased media exposure.	
	Liaison with wineries on collaborative promotional opportunities Fund Grower promotional articles in regional tourism guides	
Regional Representation of wine grape growers and industry	Develop submissions to Government (Federal, State and Local) as required.	\$51,024
	NSW Irrigators Council membership (water issues).	
	Murrumbidgee Horticultural Council membership.	
	Liaison with National Industry Bodies (eg WGGA, WFA, AWBC)	
	Conduct media announcements to public and growers.	
	NSW Wine Industry Association membership.	
	Australian Business Limited membership.	
	NSW Farmers Association membership.	
	National Vine Health Steering Committee	
	Australian Society of Viticulture and Oenology meetings and membership	
Operational	Maintain Terms and Conditions of Payment.	\$210,244
	Manage the payment of Board fees and charges.	
	Compliance with Statutory obligations.	
	Prepare papers, conduct and minute Board meetings.	
	Maintenance of current office facilities, assets and accounts Staff training provision.	
TOTAL BUDGETED EXPENDITURE		\$923,813
BUDGETED INCOME		
Board Fees (\$3.90 per tonne 300,000 tonnes - constituted growers)		\$1,170,000
Interest from Banks		\$45,000
Proceeds from Sale of Assets		\$500
Research Funds		\$205,000
Sundries		\$22,000
TOTAL INCOME		\$1,442,500
2013 SURPLUS (DEFICIT)		\$518,687
Comments:		

- 2014 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Development of a Code of Conduct for contract negotiations and draft contract provisions	Participate and manage the Riverina Wine Industry Forum (RWIF).	\$43,785
	Provide training on current contracts for growers and industry.	
	Set and enforce terms and conditions of payment for wine grapes.	
	Publish and Promote the Wine Industry Code of Conduct to industry	
	Monitor & Promote the adoption of long term wine grape contracts in the region.	
Information Collection, Dissemination and Transfer	Subscribe to industry publications for all constituted producers.	\$161,250
	Production of regional industry newsletter (6 times per year).	
	Maintenance of a regional website for industry (ongoing)	
	Staff attendance at Regional Association meetings.	
	Maintenance of online regional wine grape sale index.	
	Attendance of NSW Wine Industry Association meetings.	
	Attendance of national industry committees.	
	Attendance at NSW Irrigators Council Meetings	
	Update of regional GIS database on vine plantings.	
	Liaise with the AWBC Information Service.	
	Liaise with other grape growing regions	
	Subscribe to ABARE and ABS	
	Conduct RIVIT Group Meetings on a regular basis	
	Liaison with NSW DII (crop forecasting and vine health issues).	
	Attendance of industry conferences and seminars.	
	Subscribe to Australian Business Limited re: industry industrial relations issues.	
	Liaison with regulatory bodies (RTA, APVMA, EPA, AWRI, etc).	
	Subscribe to industry journals, newsletters and magazines.	
	Publication of Annual Report	
	Encourage development of grower groups with regional wineries	
Conduct of grower meetings		
Hold meetings with the Riverina Winemakers Association		
Price Information and Communication with Wineries	Production of regional pricing guides for growers.	\$10,112
	Publication guide to grape picking prices.	
	Liaise with wineries regarding statutory price reporting.	
Research, Development and Extension in Vine Health and Environmental matters	Continue ground survey the region compliant with Phylloxera protocols.	\$384,547
	Develop protocols for Phylloxera testing in the region	
	Liaise with NSW DII on Phylloxera freedom for the Riverina MIA.	
	Fruit Fly issues, promotion of risks to growers and the community	
	Conduct wine grape laboratory sampling service.	
	Liaison with NSW DII on R&D and vine health issues.	
	Attendance at NSW WIA meetings on R&D Priorities.	
	Liaison with regional irrigation companies on water matters.	
	Maintain a regional weather station monitoring network service for growers.	
	Conduct of Light Brown Apple Moth (LBAM) monitoring and reporting.	
	Funding of and participation in research projects in the region.	
	Development of research proposals for the region.	
	Natural Disaster Assessment of vineyards (on a needs basis).	
	Conduct training for growers in professional & technical skills.	
	Development, sponsorship and conduct of grower field days.	
	Investigate environmental credentials of Riverina winegrape production.	
	Climate change issues	
On going delivery and management of HACCP based Food Safety system.		
Production, publication and distribution of Riverina Spray Diary.		
Provide grower viticultural advice and support.		

- 2014 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Research, Development and Extension in Vine Health and Environmental matters (continued)	GRWDC Grassroots Project - Irrigation Conversion Trial (delivery of outcomes)	See previous page
	GWRDC Grassroots Project - Vine Balance	
	GWRDC Grassroots Project - Variety and Rootstock Evaluation	
	GWRDC Grassroots Project - Disease Identification and Management Training	
	GWRDC Grassroots Project - Verasion to Harvest Growers Guide	
	GWRDC Grassroots Project - Post Harvest Vineyard Management	
	GWRDC Grassroots Project - Regional Fact Sheet Development	
	GWRDC Grassroots Project - Vineyard Profitability Training Vine Biz	
Regional Promotion and increased GI labelling of Riverina wines	Compilation of Riverina wine industry based promotional DVD.	\$61,250
	Production of promotional DVD for the region on wine grape production.	
	Fund Tourism Touchscreens (interactive information for visitors).	
	Maintenance of wine displays (Griffith Airport & Leeton Visitors Centre).	
	Media releases (inclusion within industry publications).	
	Promotion of the region at industry functions.	
	Continue to aim and gain increased media exposure.	
	Liaison with wineries on collaborative promotional opportunities	
	Fund Grower promotional articles in regional tourism guides	
	Develop submissions to Government (Federal, State and Local) as required.	
Regional Representation of wine grape growers and industry	NSW Irrigators Council membership (water issues).	\$52,654
	Murrumbidgee Horticultural Council membership.	
	Liaison with National Industry Bodies (eg WGGA, WFA, AWBC)	
	Conduct media announcements to public and growers.	
	NSW Wine Industry Association membership.	
	Australian Business Limited membership.	
	NSW Farmers Association membership.	
	National Vine Health Steering Committee	
	Australian Society of Viticulture and Oenology meetings and membership	
	Maintain Terms and Conditions of Payment.	
Manage the payment of Board fees and charges.		
Compliance with Statutory obligations.		
Prepare papers, conduct and minute Board meetings.		
Maintenance of current office facilities, assets and accounts.		
Staff training provision.		
TOTAL BUDGETED EXPENDITURE		\$929,585
BUDGETED INCOME		
Board Fees (\$3.90 per tonne 300,000 tonnes - constituted growers)		\$1,170,000
Interest from Banks		\$45,000
Proceeds from Sale of Assets		\$40,000
Research Funds		\$125,000
Sundries		\$19,500
TOTAL INCOME		\$1,399,500
2014 SURPLUS (DEFICIT)		\$469,915
Comments:		

- 2010 FINANCIAL YEAR PROPOSED OPERATING BUDGET -

BUDGETED INCOME	
Charges (\$3.90 per tonne on 260,000 tonnes) - constituted growers	\$1,014,000
Interest from Bank Accounts	\$45,000
Proceeds from Sale of Assets	\$28,000
Income from Operating Activities (Sundries)	\$21,552
Research Funds	\$125,000
TOTAL INCOME	\$1,233,552
BUDGETED OPERATING EXPENDITURE	
Accountancy Fees	\$7,000
Advertising Activities	\$18,550
Audit Fees - Statutory	\$18,000
Bank Fees and Charges	\$1,000
Board Fees and Allowances	\$52,000
Computer Expenses	\$7,730
Conferences/Seminars	\$10,250
Consultancy Costs (Projects, GIS Mapping, etc)	\$82,940
Depreciation Expense	\$40,000
Donations	\$2,500
Fringe Benefits Tax	\$4,200
Industry Functions	\$9,035
Insurance	\$15,575
Legal Fees	\$11,900
Motor Vehicle Operating Expenses	\$11,860
Point of Access Office Expenses	\$10,880
Postage	\$11,520
Printing and Stationery	\$34,285
Provision for Annual Leave	\$2,456
Provision for Long Service Leave	\$2,000
Rates	\$2,000
Research Consumables	\$2,200
Research Payments	\$54,500
Salaries and Wages	\$300,580
Sponsorship	\$29,500
Staff Training	\$1,800
Subscription: Magazines Subscription for Growers	\$9,000
Subscription: Papers, Journals and Relevant Industry Groups	\$15,105
Subscription: NSW Wine Industry Association	\$10,000
Sundry Expenses	\$885
Superannuation (includes \$2,700 Board Members)	\$29,948
Telephone	\$9,690
Travelling Expenses	\$27,150
SUB-TOTAL	\$844,963
BUDGETED CAPITAL EXPENDITURE	
Motor vehicle	\$70,000
Research equipment	\$0
SUB-TOTAL	\$70,000
TOTAL EXPENDITURE	\$914,963
SURPLUS/(DEFICIT)	\$318,589

- NOTES -



**RIVERINA
WINE GRAPES MARKETING BOARD
REPRESENTING GROWERS
WITHIN THE CITY OF GRIFFITH
AND LOCAL GOVERNMENT AREAS OF LEETON,
CARRATHOOL AND MURRUMBIDGEE**

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