

STRATEGIC PLAN 2019 - 2023

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



**STRATEGIC OPERATIONS PLAN
2019 - 2023
OPERATING BUDGET
2019**



Riverina
**WINE GRAPES
MARKETING BOARD**

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Riverina
**WINE GRAPES
MARKETING BOARD**

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BOARD OFFICES

Location: Riverina Winegrape Growers Centre
Residential: 182 Yambil Street GRIFFITH
Postal: PO Box 385 GRIFFITH NSW 2680
Telephone: 02 6962 3944
Facsimile: 02 6962 6103
Email: board@wgmb.net.au
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BOARD EXECUTIVE MEMBERS & STAFF

Chairman

Bruno Brombal
Mobile: 0429 630 465

Deputy Chairman

Robert Bellato
Mobile: 0408 477 210

Chief Executive Officer

Brian Simpson
Mobile: 0438 388 828
Email: bsimpson@wgmb.net.au

ACRONYMS USED IN THIS DOCUMENT

AWRI	Australian Wine Research Institute
GIS	Geographical Information System
HACCP	Hazards Analysis of Critical Control Points
IREC	Irrigation Research & Extension Committee
LLS	Local Land Services
MIA	Murrumbidgee Irrigation Area
NSW	New South Wales
NSWWIA	NSW Wine Industry Association
NZ	New Zealand
PHA	Plant Health Australia
R&D	Research & Development
WFA	Winemakers' Federation of Australia
WA	Wine Australia
WGMB	Wine Grapes Marketing Board

NOTICE OF MEETING TO APPROVE STRATEGIC PLAN AND 2016 BUDGET

**2019 - 2023 Strategic Operations Plan Presentation
and the 2019 Operating Budget Meeting
Wednesday 28th November 2018
Yoogali Club, Yoogali NSW
Commencing at 7:00pm**

Apologies to the Wine Grapes Marketing Board

Riverina - Wine Grapes Marketing Board

Strategic Operations Plan 2019 - 2023

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 *Agricultural Industry Services Regulation 2015*.

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 \$4.45 plus GST per report, 350 printed). The budgets for each service listed has been developed by the Board and growers are able to view these individual budgets on request. To account for expense items that apply to all services listed in this plan (eg. Insurances, rates, Board allowances and superannuation, statutory audit fees, depreciation and fringe benefits tax) these have been apportioned across all tasks based on the percentage of labour/wages expense.

To fund the 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. The Board is proposing that the charge remain at \$3.90 per tonne (fresh weight) on the sold production (wine, must, juice of wine spirit) of constituted growers.

Growers are invited to meet on Wednesday 28th November 2018 at the Yoogali Club, Yoogali commencing at 7:00pm to approve the plan. Queries or any apologies can be made to the Board.

- 2019 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Information Collection, Dissemination and Transfer	Grapegrower and Winemaker subscription for constituted producers	\$129,757
	Vine Chat - industry newsletter production (6 per annum)	
	Maintenance and management of a website and social media accounts	
	Regional Grape Grower Association Support	
	Maintenance and management of online regional wine grape sale index	
	Attendance of NSW Wine Industry Association meetings	
	Attendance of national industry committees	
	Attendance at NSW Irrigators, National Irrigators & IREC Meetings	
	Liaison with Trade & Investment NSW - Primary Industries, Food & Water	
	Attendance of industry conferences & seminars	
	Subscribe to industry journals, newsletters & magazines for the office	
	Publication of Statutory WGMB Annual Report	
	Conduct of grower meetings (Annual General, Special & Budget meetings)	
	Maintain a functional contacts database for the region	
	Monitor, report and respond to relevant wine industry issues	
Price Information and Communication with Wineries	Collate and disseminate winery price lists	\$6,288
	Conduct regular meetings with regional wineries	
	Publish regional Terms and Conditions of Payment	
	Publish regional price reports for the Riverina region - price dispersion	
Research, Development and Extension in Vine Health and Environmental matters	Conduct wine grape laboratory sampling service & grape maturity testing	\$219,422
	Liaison with industry on vine health, biosecurity & R&D issues., LLS liaison	
	Maintain a regional weather station monitoring network service for growers	
	Drift/Disease/Weather Assessment of vineyards (on a needs basis)	
	Development, sponsorand conduct of grower field days	
	HACCP Management and ChemCert reimbursement	
	Development and funding of Research and Extension programs in the region	
	Production, publication & distribution of Riverina Spray Diary	
	Provide grower viticultural advice and support	
	Assist in the management of regional Vine Improvement	
	Grower Extension Services - business/marketing/negotiation/finance skills GIS System `Updates (mapping database)	

- 2019 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Regional Promotion and increased GI labelling of Riverina wines	Fund Tourism Touchscreens (interactive information for tourists Aus/NZ)	\$43,730
	Promotion of the Region at industry functions	
	Develop media exposure of the region, eg short videos, print & social media	
	Riverina Wine Collective programs and activities	
	Regional Promotional Activities	
Regional Representation of wine grape growers and industry	Develop submissions to Government (Federal, State and Local) as required	\$47,320
	National and State Irrigators Council membership (water issues)	
	Liaison with National Industry Bodies (WA, AWRI, WFA, PHA)	
	Conduct media announcements to public and growers	
	Manage a Winegrape Water Committee to represent water issues regionally	
	NSW Wine Industry Association membership	
	NSW Farmers Association & NSW Business Chamber membership	
Operational	Manage the payment of Board fees and charges and Authorised Officers	\$317,701
	Compliance with Statutory obligations	
	Prepare papers, conduct & minute Board meetings.	
	Maintenance of current office facilities, assets & accounts	
	Board & Staff training provision	

TOTAL BUDGETED EXPENDITURE	\$794,218
BUDGETED INCOME	
Board Fees (\$3.90 per tonne 220,000 tonnes - constituted growers)	\$858,000
Interest from Banks	\$32,000
Proceeds from Sale of Assets	\$45,000
Sundries	\$2,600
TOTAL INCOME	\$937,600
2019 SURPLUS (DEFICIT)	\$143,382

Notes:

- 2020 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Information Collection, Dissemination and Transfer	Grapegrower and Winemaker subscription for constituted producers	\$130,000
	Vine Chat - industry newsletter production (6 per annum)	
	Maintenance and management of a website and social media accounts	
	Regional Grape Grower Association Support	
	Maintenance and management of online regional wine grape sale index	
	Attendance of NSW Wine Industry Association meetings	
	Attendance of national industry committees	
	Attendance at NSW Irrigators, National Irrigators & IREC Meetings	
	Liaison with Trade & Investment NSW - Primary Industries, Food & Water	
	Attendance of industry conferences & seminars	
	Subscribe to industry journals, newsletters & magazines for the office	
	Publication of Statutory WGMB Annual Report	
	Conduct of grower meetings (Annual General, Special & Budget meetings)	
	Maintain a functional contacts database for the region	
	Monitor, report and respond to relevant wine industry issues	
Price Information and Communication with Wineries	Collate and disseminate winery price lists	\$8,500
	Conduct regular meetings with regional wineries	
	Publish regional Terms and Conditions of Payment	
	Publish regional price reports for the Riverina region - price dispersion	
Research, Development and Extension in Vine Health and Environmental matters	Conduct wine grape laboratory sampling service & grape maturity testing	\$218,500
	Liaison with industry on vine health, biosecurity & R&D issues., LLS liaison	
	Maintain a regional weather station monitoring network service for growers	
	Drift/Disease/Weather Assessment of vineyards (on a needs basis)	
	Development, sponsorand conduct of grower field days	
	HACCP Management and ChemCert reimbursement	
	Development and funding of Research and Extension programs in the region	
	Production, publication & distribution of Riverina Spray Diary	
	Provide grower viticultural advice and support	
	Assist in the management of regional Vine Improvement	
	Grower Extension Services - business/marketing/negotiation/finance skills GIS System `Updates (mapping database)	

- 2020 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Regional Promotion and increased GI labelling of Riverina wines	Fund Tourism Touchscreens (interactive information for tourists Aus/NZ)	\$45,000
	Promotion of the Region at industry functions	
	Develop media exposure of the region, eg short videos, print & social media	
	Riverina Wine Collective programs and activities	
	Regional Promotional Activities	
Regional Representation of wine grape growers and industry	Develop submissions to Government (Federal, State and Local) as required	\$75,000
	National and State Irrigators Council membership (water issues)	
	Liaison with National Industry Bodies (WA, AWRI, WFA, PHA)	
	Conduct media announcements to public and growers	
	Manage a Winegrape Water Committee to represent water issues regionally	
	NSW Wine Industry Association membership	
	NSW Farmers Association & NSW Business Chamber membership	
Operational	Manage the payment of Board fees and charges and Authorised Officers	\$245,000
	Compliance with Statutory obligations	
	Prepare papers, conduct & minute Board meetings.	
	Maintenance of current office facilities, assets & accounts	
	Board & Staff training provision	

TOTAL BUDGETED EXPENDITURE	\$722,000
BUDGETED INCOME	
Board Fees (\$3.90 per tonne 225,000 tonnes - constituted growers)	\$877,500
Interest from Banks	\$32,000
Proceeds from Sale of Assets	-
Sundries	\$2,600
TOTAL INCOME	\$912,100
2020 SURPLUS (DEFICIT)	\$190,100

Notes:

- 2021 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Information Collection, Dissemination and Transfer	Grapegrower and Winemaker subscription for constituted producers	\$132,000
	Vine Chat - industry newsletter production (6 per annum)	
	Maintenance and management of a website and social media accounts	
	Regional Grape Grower Association Support	
	Maintenance and management of online regional wine grape sale index	
	Attendance of NSW Wine Industry Association meetings	
	Attendance of national industry committees	
	Attendance at NSW Irrigators, National Irrigators & IREC Meetings	
	Liaison with Trade & Investment NSW - Primary Industries, Food & Water	
	Attendance of industry conferences & seminars	
	Subscribe to industry journals, newsletters & magazines for the office	
	Publication of Statutory WGMB Annual Report	
	Conduct of grower meetings (Annual General, Special & Budget meetings)	
	Maintain a functional contacts database for the region	
	Monitor, report and respond to relevant wine industry issues	
Price Information and Communication with Wineries	Collate and disseminate winery price lists	\$8,500
	Conduct regular meetings with regional wineries	
	Publish regional Terms and Conditions of Payment	
	Publish regional price reports for the Riverina region - price dispersion	
Research, Development and Extension in Vine Health and Environmental matters	Conduct wine grape laboratory sampling service & grape maturity testing	\$219,000
	Liaison with industry on vine health, biosecurity & R&D issues., LLS liaison	
	Maintain a regional weather station monitoring network service for growers	
	Drift/Disease/Weather Assessment of vineyards (on a needs basis)	
	Development, sponsorand conduct of grower field days	
	HACCP Management and ChemCert reimbursement	
	Development and funding of Research and Extension programs in the region	
	Production, publication & distribution of Riverina Spray Diary	
	Provide grower viticultural advice and support	
	Assist in the management of regional Vine Improvement	
	Grower Extension Services - business/marketing/negotiation/finance skills GIS System `Updates (mapping database)	

- 2021 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Regional Promotion and increased GI labelling of Riverina wines	Fund Tourism Touchscreens (interactive information for tourists Aus/NZ)	\$47,000
	Promotion of the Region at industry functions	
	Develop media exposure of the region, eg short videos, print & social media	
	Riverina Wine Collective programs and activities	
	Regional Promotional Activities	
Regional Representation of wine grape growers and industry	Develop submissions to Government (Federal, State and Local) as required	\$77,000
	National and State Irrigators Council membership (water issues)	
	Liaison with National Industry Bodies (WA, AWRI, WFA, PHA)	
	Conduct media announcements to public and growers	
	Manage a Winegrape Water Committee to represent water issues regionally	
	NSW Wine Industry Association membership	
	NSW Farmers Association & NSW Business Chamber membership	
Operational	Manage the payment of Board fees and charges and Authorised Officers	\$325,000
	Compliance with Statutory obligations	
	Prepare papers, conduct & minute Board meetings.	
	Maintenance of current office facilities, assets & accounts	
	Board & Staff training provision	

TOTAL BUDGETED EXPENDITURE	\$808,500
BUDGETED INCOME	
Board Fees (\$3.90 per tonne 225,000 tonnes - constituted growers)	\$877,500
Interest from Banks	\$32,000
Proceeds from Sale of Assets	\$45,000
Sundries	\$2,600
TOTAL INCOME	\$957,100
2021 SURPLUS (DEFICIT)	\$148,600

Notes:

- 2022 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Information Collection, Dissemination and Transfer	Grapegrower and Winemaker subscription for constituted producers	\$134,000
	Vine Chat - industry newsletter production (6 per annum)	
	Maintenance and management of a website and social media accounts	
	Regional Grape Grower Association Support	
	Maintenance and management of online regional wine grape sale index	
	Attendance of NSW Wine Industry Association meetings	
	Attendance of national industry committees	
	Attendance at NSW Irrigators, National Irrigators & IREC Meetings	
	Liaison with Trade & Investment NSW - Primary Industries, Food & Water	
	Attendance of industry conferences & seminars	
	Subscribe to industry journals, newsletters & magazines for the office	
	Publication of Statutory WGMB Annual Report	
	Conduct of grower meetings (Annual General, Special & Budget meetings)	
	Maintain a functional contacts database for the region	
	Monitor, report and respond to relevant wine industry issues	
Price Information and Communication with Wineries	Collate and disseminate winery price lists	\$8,900
	Conduct regular meetings with regional wineries	
	Publish regional Terms and Conditions of Payment	
	Publish regional price reports for the Riverina region - price dispersion	
Research, Development and Extension in Vine Health and Environmental matters	Conduct wine grape laboratory sampling service & grape maturity testing	\$300,000
	Liaison with industry on vine health, biosecurity & R&D issues., LLS liaison	
	Maintain a regional weather station monitoring network service for growers	
	Drift/Disease/Weather Assessment of vineyards (on a needs basis)	
	Development, sponsorand conduct of grower field days	
	HACCP Management and ChemCert reimbursement	
	Development and funding of Research and Extension programs in the region	
	Production, publication & distribution of Riverina Spray Diary	
	Provide grower viticultural advice and support	
	Assist in the management of regional Vine Improvement	
	Grower Extension Services - business/marketing/negotiation/finance skills GIS System `Updates (mapping database)	

- 2022 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Regional Promotion and increased GI labelling of Riverina wines	Fund Tourism Touchscreens (interactive information for tourists Aus/NZ)	\$47,500
	Promotion of the Region at industry functions	
	Develop media exposure of the region, eg short videos, print & social media	
	Riverina Wine Collective programs and activities	
	Regional Promotional Activities	
Regional Representation of wine grape growers and industry	Develop submissions to Government (Federal, State and Local) as required	\$78,000
	National and State Irrigators Council membership (water issues)	
	Liaison with National Industry Bodies (WA, AWRI, WFA, PHA)	
	Conduct media announcements to public and growers	
	Manage a Winegrape Water Committee to represent water issues regionally	
	NSW Wine Industry Association membership	
	NSW Farmers Association & NSW Business Chamber membership	
Operational	Manage the payment of Board fees and charges and Authorised Officers	\$251,000
	Compliance with Statutory obligations	
	Prepare papers, conduct & minute Board meetings.	
	Maintenance of current office facilities, assets & accounts	
	Board & Staff training provision	

TOTAL BUDGETED EXPENDITURE	\$819,400
BUDGETED INCOME	
Board Fees (\$3.90 per tonne 230,000 tonnes - constituted growers)	\$897,000
Interest from Banks	\$32,000
Proceeds from Sale of Assets	-
Sundries	\$2,600
TOTAL INCOME	\$931,600
2022 SURPLUS (DEFICIT)	\$112,200

Notes:

- 2023 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Information Collection, Dissemination and Transfer	Grapegrower and Winemaker subscription for constituted producers	\$136,000
	Vine Chat - industry newsletter production (6 per annum)	
	Maintenance and management of a website and social media accounts	
	Regional Grape Grower Association Support	
	Maintenance and management of online regional wine grape sale index	
	Attendance of NSW Wine Industry Association meetings	
	Attendance of national industry committees	
	Attendance at NSW Irrigators, National Irrigators & IREC Meetings	
	Liaison with Trade & Investment NSW - Primary Industries, Food & Water	
	Attendance of industry conferences & seminars	
	Subscribe to industry journals, newsletters & magazines for the office	
	Publication of Statutory WGMB Annual Report	
	Conduct of grower meetings (Annual General, Special & Budget meetings)	
	Maintain a functional contacts database for the region	
	Monitor, report and respond to relevant wine industry issues	
Price Information and Communication with Wineries	Collate and disseminate winery price lists	\$9,000
	Conduct regular meetings with regional wineries	
	Publish regional Terms and Conditions of Payment	
	Publish regional price reports for the Riverina region - price dispersion	
Research, Development and Extension in Vine Health and Environmental matters	Conduct wine grape laboratory sampling service & grape maturity testing	\$219,000
	Liaison with industry on vine health, biosecurity & R&D issues., LLS liaison	
	Maintain a regional weather station monitoring network service for growers	
	Drift/Disease/Weather Assessment of vineyards (on a needs basis)	
	Development, sponsorand conduct of grower field days	
	HACCP Management and ChemCert reimbursement	
	Development and funding of Research and Extension programs in the region	
	Production, publication & distribution of Riverina Spray Diary	
	Provide grower viticultural advice and support	
	Assist in the management of regional Vine Improvement	
	Grower Extension Services - business/marketing/negotiation/finance skills	
GIS System `Updates (mapping database)		

- 2023 PROPOSED ACTIVITIES -

INDUSTRY SERVICE	FUNCTION - TASK - ACTIVITY	COST
Regional Promotion and increased GI labelling of Riverina wines	Fund Tourism Touchscreens (interactive information for tourists Aus/NZ)	\$48,000
	Promotion of the Region at industry functions	
	Develop media exposure of the region, eg short videos, print & social media	
	Riverina Wine Collective programs and activities	
	Regional Promotional Activities	
Regional Representation of wine grape growers and industry	Develop submissions to Government (Federal, State and Local) as required	\$78,500
	National and State Irrigators Council membership (water issues)	
	Liaison with National Industry Bodies (WA, AWRI, WFA, PHA)	
	Conduct media announcements to public and growers	
	Manage a Winegrape Water Committee to represent water issues regionally	
	NSW Wine Industry Association membership	
	NSW Farmers Association & NSW Business Chamber membership	
Operational	Manage the payment of Board fees and charges and Authorised Officers	\$330,000
	Compliance with Statutory obligations	
	Prepare papers, conduct & minute Board meetings.	
	Maintenance of current office facilities, assets & accounts	
	Board & Staff training provision	

TOTAL BUDGETED EXPENDITURE	\$820,500
BUDGETED INCOME	
Board Fees (\$3.90 per tonne 230,000 tonnes - constituted growers)	\$897,000
Interest from Banks	\$32,000
Proceeds from Sale of Assets	\$45,000
Sundries	\$2,600
TOTAL INCOME	\$976,600
2023 SURPLUS (DEFICIT)	\$156,100

Notes:

- 2019 FINANCIAL YEAR PROPOSED OPERATING BUDGET -

BUDGETED INCOME	\$
Charges (\$3.90 per tonne on 220,000 tonnes) - constituted growers	858,000
Interest from Bank Accounts	32,000
Proceeds from Sale of Assets	45,000
Income from Operating Activities (Sundries)	2,600
TOTAL INCOME	937,600
BUDGETED OPERATING EXPENDITURE	
Accountancy Fees	7,500
Advertising Activities	3,450
Agency Expense (Collection fee charged by wineries 5%)	42,900
Audit Fees - Statutory	23,400
Bank Fees and Charges	2,028
Board Fees and Allowances	52,000
Computer Expenses	8,600
Conferences/Seminars	2,500
Consultancy Costs (Project work conducted by relevant consultants)	22,000
Depreciation Expense	43,306
Donations	1,000
Fringe Benefits Tax	7,000
Industry Functions	12,400
Insurance	15,700
Legal Fees	1,500
Motor Vehicle Operating Expenses (fuel, registration, etc)	12,100
Point of Access Office Expenses	16,500
Postage and Telephone	11,825
Printing and Stationery	10,861
Promotion	28,800
Provision for Annual Leave	4,047
Provision for Long Service Leave	2,200
Rates	2,200
Research Consumables	1,000
Research Payments	17,000
Return of Statutory Fees - charged on growers of less than 20 tonnes	335
Salaries and Wages	249,951
Sponsorship	12,000
Staff Training	3,500
Subscription: Magazines Subscription for Growers	10,050
Subscription: Inland Regions Alliance	30,000
Subscription: Irrigation Representation and Sundries	7,250
Subscription: NSW Wine Industry Association	12,000
Subscription: Papers, NSW Business Chamber, NSW Farmers	1,100
Sundry Expenses	500
Superannuation (includes \$2,850 of Board Executive Member super.)	23,745
Travelling Expenses	14,300
SUB-TOTAL	719,218
BUDGETED CAPITAL EXPENDITURE	
Motor vehicle x 2	75,000
SUB-TOTAL	-
TOTAL EXPENDITURE	794,218
SURPLUS	143,382

- 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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GRIFFITH NSW 2680
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Website: www.wgmb.net.au
Office Hours: 8:30am - 5:00pm Mon - Fri