

# STRATEGIC PLAN 2021 - 2025

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



**STRATEGIC OPERATIONS PLAN  
2021 - 2025  
OPERATING BUDGET  
2021**



*Riverina*  
**WINEGRAPE  
GROWERS**

**WINE GRAPES MARKETING BOARD**  
**STRATEGIC OPERATIONS PLAN**  
**2021 - 2025**  
**OPERATING BUDGET**  
**2021**



*Riverina*  
**WINEGRAPE  
GROWERS**

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**NOTICE OF MEETING TO APPROVE STRATEGIC PLAN AND 2021 BUDGET**

**2021 - 2025 Strategic Operations Plan Presentation  
and 2021 Budget Meeting**  
**Wednesday 25th November 2020, Yoogali Club, Yoogali NSW**  
**Commencing at 7:00pm**  
**Apologies to the Wine Grapes Marketing Board**  
**02 6962 3944**

**ACRONYMS USED IN THIS DOCUMENT**

**BOARD OFFICES**

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Email: board@wgmb.net.au  
Website: www.wgmb.net.au

GIS	Geographical Information System
HACCP	Hazards Analysis of Critical Control Points
LLS	Local Land Services
MIA	Murrumbidgee Irrigation Area
NSW	New South Wales
NSWWIA	NSW Wine Industry Association
R&D	Research & Development
WGMB	Wine Grapes Marketing Board

**BOARD EXECUTIVE**

**Chairman**

Bruno Brombal  
Mobile: 0429 630 465

**Deputy Chairman**

Robert Bellato  
Mobile: 0408 477 210

# **Wine Grapes Marketing Board**

## **Trading as:**

# **Riverina Winegrape Growers**

## **Strategic Operations Plan**

### **2021 - 2025**

#### **Preface**

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

The Wine Grapes Marketing Board (Board) is constituted under the *NSW Agricultural Industry Services Regulation 2015*.

#### **Area of Operations**

The Area of Operation of the Board is the City of Griffith and the Local Government Areas of Leeton, Carrathool and Murrumbidgee.

#### **Agricultural Industry Services**

- (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**

Developed by the Board to enable growers members the ability to view and approve the proposed activities and functions of the Board for 2021 and future years.

This this plan 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) the cost of 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 Board is proposing that the rate remain at \$3.90 per tonne fresh weight of wine grapes on the sold production (wine, must, juice of wine spirit) of constituted growers.

The charge is applied to the class of primary producers for which the Board in is constituted (in accordance to the legislation). The charge is approved 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 this document.

**Growers are invited to meet on Wednesday 25th November 2020 at the Yoogali Club, Yoogali NSW commencing at 7:00pm to approve the plan and the 2021 budget.**

The above meeting will also include the Annual General Meeting of the Wine Grapes Marketing Board that was postponed from June 2020 due to COVID19 restrictions on public gatherings.

A dinner will be held prior to the meeting.

Queries or any apologies can be made to the Board.

#### **Cost of Printing**

The printing was undertaken inhouse, total printing cost including paper \$0.96 inc GST per report (300 printed).

#### **Approval of the Plan**

This document was approved by the Wine Grapes Marketing Board on 14th September 2020.

The Plan is to be presented to grower members and they must vote on the approval of the document

**- 2021 PROPOSED ACTIVITIES -**

SERVICE AREA	ACTIVITY	COST
<b>Promotion of open, fair and transparent market</b>	Promote adoption & use of Aust. Wine Industry Code of Conduct	<b>\$35,645</b>
	Collate and disseminate winery price lists	
	Review and provide commentary on Winery Contract Offers	
	Distribute Weighted District Pricing & Market Information to members	
	Maintenance of regional wine grape sale index (as needed)	
<b>Provision and promotion of activities in relation to biosecurity, industry accreditation and best practice programs</b>	Govt & Industry liaison on vine health, biosecurity & R&D issues	<b>\$155,555</b>
	HACCP Management for the Riverina Winegrape Industry	
	Maintain and enhance the Regional Farm Mapping program (GIS)	
	Production, publication and distribution of Riverina Spray Diary	
	Develop Regional Biosecurity Program with Industry Bodies	
	Development of Research, Extension Proposals for the Region	
	Provide grower viticultural advice and support	
	Assist in the management of Regional Vine Improvement	
<b>Conduct and Facilitate R&amp;D and extension programs to warm region and MIA wine grape production</b>	Conduct wine grape laboratory sampling service, grape maturity	<b>\$102,566</b>
	Partial Funding of NSW DPI Development Officer Position	
	Maintain & Promote Weather Station Network for Riverina region	
	Provision of Extension Services to Members	
<b>Representation of the MIA Wine grape industry</b>	Membership & attendance of NSW Wine Industry Association	<b>\$152,280</b>
	Membership & attendance national & regional winegrape assoc.	
	Membership & attendance of Irrigation representative committees	
	NSW Farmers Assoc, Business Australia & sundry subscriptions	
	Respond to Government Inquiries and Media enquiries	
	Development & attendance of industry conf. workshop & seminars	
	Maintenance of a regional website and social media presence	
	Regional Promotion	



**- 2021 PROPOSED ACTIVITIES -**

<b>SERVICE AREA</b>	<b>ACTIVITY</b>	<b>COST</b>
<b>Education activities and information relating to all matters</b>	Grapegrower & Winemaker monthly subscription for growers and sundry subscriptions	<b>\$60,778</b>
	Vine Chat - industry newsletter production (6 times per year)	
	Liaison with Regional Wineries and Grower Members	
<b>Operational Expenditure</b>	Manage the payment of Board fees and charges, authorised officers	<b>\$360,053</b>
	Compliance with all Statutory obligations, staff issue and reporting	
	Prepare papers, conduct and minute Board meetings	
	Maintenance of current office facilities, assets and accounts	
	Board and Staff training provision	

<b>TOTAL BUDGETED EXPENDITURE</b>	<b>\$866,877</b>
<b>BUDGETED INCOME</b>	
Board Fees (\$3.90 per tonne 209,000 tonnes - constituted growers)	<b>\$815,100</b>
Interest from Banks	<b>\$18,750</b>
Proceeds from Sale of Assets	<b>\$28,000</b>
Sundries	<b>\$4,725</b>
<b>TOTAL INCOME</b>	<b>\$866,575</b>
<b>2021 SURPLUS (DEFICIT)</b>	<b>(\$302)</b>

**Notes:**

## - 2022 - 2025 COMMENTARY -

As per the *Agricultural Industry Services Act 1998* the Board must present a 5 year Strategic Plan each year to its members for consideration and approval. In this plan the continuation of budgeting for the years, 2022 to 2025 are presented in this Strategic Plan as a grouped up amount with ongoing declines in the financial position of the Board.

Maintaining existing services in line with reductions in the level of income through vineyard sales to non-leviable wineries in the region will create pressure on the organisation to reduce costs and services to members in future years. Unless growers are prepared to increase the level of fee per tonne on an annual basis the Board will need to reassess its ongoing role within the region.

	2022	2023	2024	2025
<b>Forecast Leviable Tonnes</b>	210,000t	212,500t	215,000t	217,500t
<b>BUDGETED INCOME</b>				
Board Fees @ \$3.90 per tonne	\$819,000	\$828,750	\$838,500	\$848,250
Other Income: Interest ; Sale of Assets, etc	\$51,000	\$51,000	\$51,000	\$51,000
<b>TOTAL INCOME</b>	<b>\$870,000</b>	<b>\$879,750</b>	<b>\$889,500</b>	<b>\$899,250</b>
<b>TOTAL EXPENDITURE</b>	<b>\$954,000</b>	<b>\$893,500</b>	<b>\$909,500</b>	<b>\$861,500</b>
<b>SURPLUS (DEFICIT)</b>	<b>(\$84,000)</b>	<b>(\$13,750)</b>	<b>(\$20,000)</b>	<b>\$37,750</b>

**- 2021 FINANCIAL YEAR PROPOSED OPERATING BUDGET -**

<b>BUDGETED INCOME</b>	<b>\$</b>
Charges (\$3.90 per tonne on 209,000 tonnes) - constituted growers	815,100
Interest from Bank Accounts	18,750
Proceeds from Sale of Assets	28,000
Income from Operating Activities (Sundries)	4,725
<b>TOTAL INCOME</b>	<b>866,575</b>
<b>BUDGETED OPERATING EXPENDITURE</b>	
Accountancy Fees	16,000
Advertising	4,800
Agency Expense (Collection fee charged by wineries 5%)	40,755
Audit Fees - Statutory	17,500
Bank Fees and Charges	1,550
Board Fees and Allowances	95,000
Computer Expenses	7,100
Conferences/Seminars	4,900
Consultancy Costs (Project work conducted by relevant consultants)	69,400
Depreciation Expense	35,000
Fringe Benefits Tax	8,800
Industry Functions	5,250
Insurance	15,750
Legal Fees	1,500
Motor Vehicle Operating Expenses (fuel, registration, etc)	12,550
Point of Access Office Expenses	6,000
Postage and Telephone	13,460
Printing and Stationery	11,300
Promotion	30,000
Provision for Annual Leave	5,690
Provision for Long Service Leave	2,233
Rates	3,850
Research Consumables	3,700
Research Payments	15,000
Return of Statutory Fees - charged on growers of less than 20 tonnes	280
Salaries and Wages	259,040
Sponsorship	-
Staff and Board Training	8,360
Subscription: Magazines Subscription for Growers	11,500
Subscription: Inland Regions Alliance	25,000
Subscription: Irrigation Representation and Sundries	7,350
Subscription: NSW Wine Industry Association	12,000
Subscription: Papers, Business Australia, NSW Farmers	1,950
Sundry Expenses	5,000
Superannuation (includes \$7,800 of Board Member superannuation)	32,409
Travelling Expenses	18,900
<b>SUB-TOTAL</b>	<b>808,877</b>
<b>BUDGETED CAPITAL EXPENDITURE</b>	
Motor vehicle, Office Equipment, Computer Equipment	58,000
<b>SUB-TOTAL</b>	<b>-</b>
<b>TOTAL EXPENDITURE</b>	<b>866,877</b>
<b>SURPLUS</b>	<b>(302)</b>



**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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