

STRATEGIC PLAN 2022 - 2026

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



**STRATEGIC OPERATIONS PLAN
2022 - 2026
OPERATING BUDGET
2022**



Riverina
**WINE GRAPES
MARKETING BOARD**

WINE GRAPES MARKETING BOARD
STRATEGIC OPERATIONS PLAN
2022 - 2026
OPERATING BUDGET
2022



Riverina
WINEGRAPE
GROWERS

CONTENTS

Page(s)	
i	Wine Grapes Marketing Board Contact Details
i	Strategic Operations Plan and Budget Meeting detail
i	Contents
i	Acronyms used in this document
1	Preface
1	Area of Operations
1	Agricultural Industry Services of the Board
1	This Strategic Plan
2-3	2022 - Activities
4	2023 - 2026 Commentary
5	2022 - Financial Year Operating Budget

NOTICE OF MEETING TO APPROVE STRATEGIC PLAN AND 2022 BUDGET

**2022 - 2026 Strategic Operations Plan Presentation
and 2022 Budget Meeting**
Wednesday 27th October 2021, Yoogali Club, Yoogali NSW
Commencing at 7:00pm
Apologies to the Wine Grapes Marketing Board
02 6962 3944 or board@wgmb.net.au

ACRONYMS USED IN THIS DOCUMENT

BOARD OFFICES

Location: 182 Yambil Street GRIFFITH
Postal: PO Box 385 GRIFFITH NSW 2680
Telephone: +61 2 6962 3944
Facsimile: +61 2 6962 6103
Email: board@wgmb.net.au
Website: www.riverinawinegrapes.com.au

HACCP Hazards Analysis of Critical Control Points
MIA Murrumbidgee Irrigation Area
NSW New South Wales
NSWDPI NSW Department of Primary Industries
NSWWIA NSW Wine Industry Association
R&D Research & Development

BOARD EXECUTIVE

Chairman

Bruno Brombal
Mobile: +61 429 630 465

Deputy Chairman

Robert Bellato
Mobile: +61 408 477 210

Wine Grapes Marketing Board

Trading as:

Riverina Winegrape Growers

Strategic Operations Plan

2022 - 2026

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 2022 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 27th October 2021 at the Yoogali Club, Yoogali NSW commencing at 7:00pm to approve the plan and the 2022 budget and the levy amount to be charged.

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 motion of the Wine Grapes Marketing Board on 13th September 2021.

The Plan is to be presented to grower members and they must vote to approve at the meeting scheduled.

2022 ACTIVITIES

SERVICE AREA	ACTIVITY		COST
Promotion of open, fair and transparent market	Promote Australian Wine Industry Code of Conduct	\$4,736	\$14,733
	Collate and disseminate winery price lists	\$2,202	
	Review and provide commentary on Winery Contract Offers	\$2,027	
	Distribute Pricing & Market Information to members	\$1,607	
	Maintenance of regional wine grape sale index (as needed)	\$4,161	
Provision and promotion of activities in relation to biosecurity, industry accreditation and best practice programs	Govt & Industry liaison on vine health, biosecurity & R&D issues	\$10,970	\$250,258
	HACCP Management for the Riverina Winegrape Industry	\$50,325	
	Maintain and enhance the Regional Farm Mapping program	\$25,190	
	Production, publication and distribution of Riverina Spray Diary	\$3,301	
	Develop Regional Biosecurity Program with Industry Bodies	\$12,647	
	Development of Research, Extension Proposals for the Region	\$107,920	
	Provide grower viticultural advice and support	\$33,732	
	Assist in the management of Regional Vine Improvement	\$6,174	
Conduct and Facilitate R&D&E to MIA wine grape production	Conduct wine grape laboratory services	\$25,512	\$104,146
	Partial Funding of NSW DPI Development Officer Position	\$60,000	
	Maintain Weather Station Network for Riverina region	\$11,204	
	Provision of Extension Services to Members	\$7,430	
Representation of the MIA Wine grape industry	Membership & attendance of NSW Wine Industry Association	\$21,658	\$167,729
	Membership & attendance national & regional winegrape associations	\$42,613	
	Membership & attendance of Irrigation committees	\$14,177	
	NSW Farmers Assoc, Business Australia & sundry subscriptions	\$750	
	Respond to Government Inquiries and Media enquiries	\$10,886	
	Development & attendance of industry conf. workshop & seminars	\$18,222	
	Maintenance of a regional website and social media presence	\$11,386	
	Regional Promotion	\$48,038	

2022 ACTIVITIES

SERVICE AREA	ACTIVITY		COST
Education activities and information relating to all matters	Grapegrower & Winemaker monthly subscription for growers and sundry subscriptions	\$12,700	\$54,089
	Vine Chat - industry newsletter production (6 times per year)	\$33,469	
	Liaison with Regional Wineries and Grower Members	\$7,920	
Operational Expenditure	Manage Board fees & charges, authorised officers	\$64,018	\$307,851
	Compliance with Statutory obligations	\$81,820	
	Prepare papers, conduct and minute Board meetings	\$46,641	
	Maintenance of current office facilities, assets and accounts	\$100,659	
	Board and Staff training provision	\$14,713	

TOTAL BUDGETED EXPENDITURE	\$898,806
BUDGETED INCOME	
Board Fees (\$3.90 per tonne 225,000 tonnes - constituted growers)	\$877,500
Interest from Banks	\$12,000
Proceeds from Sale of Assets	\$0
Sundries	\$5,125
TOTAL INCOME	\$948,625
2022 SURPLUS (DEFICIT)	(-\$4,181)

Notes: Please be advised that some decimal point rounding in the additions have occurred in this document.

2023 - 2026 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, 2023 to 2026 are presented in this Strategic Plan as a grouped up amount with ongoing declines in the financial position of the Board.

	2023	2024	2025	2026
Forecast Leviable Tonnes	225,000t	225,000t	225,000t	225,000t
BUDGETED INCOME				
Board Fees @ \$3.90 per tonne	\$877,500	\$877,500	\$877,500	\$877,500
Interest from Banks	\$11,500	\$12,000	\$13,000	\$13,500
Proceeds from Sale of Assets	\$54,000		\$54,000	
Sundry Income	\$5,100	\$5,200	\$5,250	\$5,300
TOTAL INCOME	\$948,100	\$894,700	\$949,750	\$896,300
TOTAL EXPENDITURE	\$943,000	\$799,000	\$887,750	\$805,750
SURPLUS (DEFICIT)	\$5,100	\$95,700	\$62,000	\$90,550

2022 FINANCIAL YEAR OPERATING BUDGET

BUDGETED INCOME	\$
Charges (\$3.90 per tonne on 225,000 tonnes) - constituted growers	877,500
Interest from Bank Accounts	12,000
Proceeds from Sale of Assets	0
Income from Operating Activities (Sundries)	5,125
TOTAL INCOME	894,625
BUDGETED OPERATING EXPENDITURE	
Accountancy Fees	16,000
Advertising	4,450
Agency Expense (Collection fee charged by wineries 5%)	43,875
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)	74,400
Depreciation Expense	35,000
Fringe Benefits Tax	8,800
Industry Functions	9,250
Insurance	15,750
Legal Fees	1,500
Motor Vehicle Operating Expenses (fuel, registration, etc)	11,800
Point of Access Office Expenses	6,000
Postage and Telephone	13,260
Printing and Stationery	9,950
Promotion	35,000
Provision for Annual Leave	5,588
Provision for Long Service Leave	2,200
Rates	3,850
Research Consumables	5,600
Research Payments	100,000
Return of Statutory Fees - charged on growers of less than 20 tonnes	280
Salaries and Wages	251,774
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	4,000
Superannuation (includes \$7,800 of Board Member superannuation)	31,719
Travelling Expenses	16,550
SUB-TOTAL	898,806
BUDGETED CAPITAL EXPENDITURE	
Motor vehicle, Office Equipment, Computer Equipment	0
SUB-TOTAL	898,807
TOTAL EXPENDITURE	898,807
DEFICIT	(4,181)



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

182 Yambil Street (PO Box 385)
GRIFFITH NSW 2680
Phone: +61 2 6962 3944
Fax: +61 2 6962 6103
Email: board@wgmb.net.au
Website: www.riverinawinegrapes.com.au
Office Hours: 8:30am - 5:00pm Mon - Fri