

2017/18 ANNUAL REPORT



WINES OF
WESTERN AUSTRALIA
Extraordinary Regions

WINE INDUSTRY ASSOCIATION OF WA (INC.)

30 October 2018

Contents

Introduction	3
2017/18 Strategic Priorities	4
President's Report	5
Treasurer's Report	7
Chief Executive Officer's Report	8
Membership and APC Collection Report	11
Technical Report	13
Board of Directors	16
Wines of WA 2017/18 APC Budget	17
Financial Report	18
Appendices	
Wines of WA Tax Working Group – Terms of Reference	
2017 State Vineyard and Production Data	
2017 - 22 WA Wine Industry RD&E Strategic Priorities Plan	

Introduction

The Wine Industry Association of Western Australia (Inc.) (Wines of Western Australia), established in 1987, is the state's primary organisation of wine producers.

It is our mission to provide a unified, strategically influential voice that creates opportunities for the fine wine regions of Western Australia.

Industry Overview

Wine is a major value adding industry with significant regional economic and employment benefits. In 2016/17 the total value of the WA wine industry was estimated at \$684 million with a grape value of \$65 million. Regarding market channels, 48% of total value was sold in WA, 40% in eastern Australia and 12% in exports.

The Western Australian wine industry produces about 42 million litres of wine annually representing just 3% of the volume of Australia's wine production but 8.5% of the value.

WA Wine Industry Vision

As outlined in the WA Wine Industry Strategic Plan 2014 – 24, WA producers have a shared vision of:

“a Western Australian wine industry that grows sustainably and profitably, built on the reputation of its great fine wine regions”

The pathway to this vision is a unified and strategic influential industry focused on regional fine wines of provenance and authenticity. Producers and Regional Associations are the custodians of their Regional brand.

Wines of WA Charter

WA producers have mandated that Wines of WA should, “provide stewardship of the industry” to create opportunities for producers and the fine wine regions of WA.

From an operational point of view, this service is provided through:

- **Advocacy** to ensure government, at all levels, understands our industry – the benefits we provide to the state economy, particularly in regional WA and the assistance and resourcing we require to further develop our industry.
- **Representation** to ensure the value of industry is clearly understood by government, the community and other complimentary industry sectors. We need to ensure our social license to operate is retained and strengthened. We need to build strong partnerships with tourism, agriculture and fisheries by developing complimentary market development programs. We need to raise the stature of our industry so that West Australians are truly proud of their wine industry.
- **Administration** of technical and marketing program funding to provide Regional Associations and producers access to opportunities to improve business practises and market access.
- **Communication** to ensure wine industry participants are aware of the issues that affect their businesses, enabling them to make informed decisions on the direction of the industry and their individual businesses.

We look forward to working with Producers and Regional Associations in 2018 - 19 on developing a sustainable and profitable future for the WA wine industry.

Strategic Priorities 2017 - 18

Priority	Priority Issues	Activities and Progress
1. Secure Funding Model for WA wine industry	Implement APC funding model in 2017-18 Financial Year	Assist Regional Associations to implement APC funding model Assist producers in complying with APC funding model
2. Market Development	Secure funding and resources for export and domestic market development Support wine tourism initiatives and direct sales channels.	Continue engagement with DPIRD, JETSI, Wine Australia and Regional Associations to obtain funding and resources export and domestic market development and wine tourism support Deeper engagement with Tourism WA to ensure "Taste 2020" potential is realised. Support Busselton airport development and advocate for supporting infrastructure across south west
3. RDE & Adoption support for fine wine business model	Smoke taint Chemical resistance Improved clonal material (including alternative varieties) Business model innovation Pest and disease management Sustainable viticulture	Technical Committee to implement programs to address identified challenges through the Wine Australia Regional Program WoWA to advocate for policy settings and government support to address identified challenges
4. Taxation and Regulation	Ensure taxation regime offers best operational environment for WA fine wine producers. Ensure legislation offers best operational environment for WA fine wine producers.	Continue to work with producers and RAs to refine position on wine tax. Support WFA and Australian Vignerons where appropriate and in line with WA producers. Advocate for further amendments to Liquor Control Act to improve access to market, in particular, direct to consumer channels

President's Report

Tax

In the last twelve months, WoWA has continued to develop a tax policy position that can be supported by all WA producers. While significant positive change to WET legislation was affected in 2016, there is no doubt we need to be proactive about actively advocating for a simpler and fairer structure into the future.

To this end, the Board commissioned a Tax Working Group to review a range of alternative models for taxation of wine and the TWG has met several times over the course of the year. It has become apparent that the solution is complicated, however, it has also become obvious that forces beyond the wine industry and federal Treasury are exerting influence in this space. We must, as an industry, be proactive to ensure that alcohol tax policy focused on a narrow set of outcomes is not imposed on wine producers. The TWG will continue to work with industry in 2018-19 to ensure all viewpoints are considered in developing a position that the whole WA industry can support.

Wine and Health

Aligned to taxation is the issue of alcohol related harm and government policy to manage this. While this is largely a national issue, in 2017-18, many state government representatives pursued policies aimed at reducing alcohol related harm. The intent is unquestioned however, unintended consequences of proposed measures must be clearly understood before policy and legislation is implemented. WoWA will continue to work with Winemakers' Federation of Australia to advocate a consistent policy position on this issue.

Federal Government Export and Regional Wine Support Package (ERWSP)

In 2017-18 the federal government announced the guidelines for competitive and state grants under the International Wine Tourism Grant scheme (IWTG) which is a component of the ERWSP. WA was eligible for a \$1 million state grant. Regional wine associations and stakeholder partners were able to apply for competitive grants of up to \$250,000. Both required cash co-contribution at least equal to the grant amount. Additionally, a detailed submission outlining proposed activities to be implemented via grant funding was required. WoWA submitted a grant application and was successful in securing a \$1million grant and matching co-funding from a variety of stakeholder partners including DPIRD, TWA and regional wine associations (refer to the one-page strategic plan for the program in the appendices). Margaret River and the Swan Valley were both successful with their respective applications, securing \$250,000 and matched.

The legacy of capacity and capability in wine tourism across all regions created under these grant programs will be significant. The next 2 years will be both busy and exciting.

Smoke Taint

WoWA continued to work with state government agencies including DBCA and DFES to implement a late season prescribed burns program that would have minimal impact on grape-growers. Regional Associations also worked closely with DBCA/DFES regional managers and local government authorities to ensure prescribed burning programs were implemented as effectively as possible while minimising smoke-taint risk.

Organisational Reform

The two national grape and wine representative bodies, Australian Vignerons and Winemakers Federation of Australia initiated discussions on how to form one truly representative national body. As at 30 June 2017, this process had progressed significantly. It is likely that, at the respective AGMs of each, resolutions will be tabled to begin the process of achieving this.

Export Development and Wine Tourism

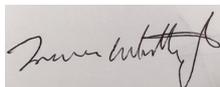
We continue to develop an industry business case that will be presented to our state government when ratified by WoWA and Regional Associations. It is aligned with ERWSP federal grant objectives. This business case has evolved from being solely export driven, to one that includes wine tourism, acknowledging that these two areas need to work together to get greatest leverage.

An Industry development business case about export, would be missing an important piece that includes an “all of industry” and regional development potential, which includes wine tourism.

Thank You

In closing, I would like to thank Larry and the WoWA team for their tireless work for WoWA on behalf of all State producers.

Trevor Whittington



Independent Chair

Treasurer's Report

2017/18 has been a year of consolidation with our second year of receiving income via the APC Fee for Service Funding model.

For part of the year we were without a Treasurer and thanks are expressed to our CEO for managing matters during this time. I took up the role in March of this year. The second half of the year has seen increased activity with the application and approval of the International Wine Tourism Grant (IWTG). It has necessitated a review of our account structure in MYOB in consultation with RSM to ensure we can provide a clear picture of WoWA's financial income and expenditure on an operational and grant basis.

Revenues

Overall, the revenue for 2017/18 increased, mostly due to an improved APC collection process with respect to capturing producer information in this second year of operation. We saw an increase in number of producers captured and an increase in overall tonnage crushed for the state from 2016/17.

Expenses

In general, the expenses for the Association were in line with our budget projections. There were a couple of significant changes to be noted:

- An increase in Accounting Fees as RSM were contracted to complete additional work in the absence of a Treasurer in the first half of the year. It has been beneficial to have the separation and external oversight on the accounts. Going forward, we will need to consider allocating budget and resources for day to day accounting activities.
- An increase in Subscriptions is seen due to the addition of fees for membership to Australian Vignerons (\$10,000), along with the CCI WA Membership (\$5).

- In 2016/17 we had a Marketing allocation that is no longer a function of WoWA. As of 2017/18 we have an expense allocation for Advocacy and Industry Development which came to \$77,042.00 for the year. This is broken down in the following manner:

- **Regional Strategic Planning** \$10,000.00
(First of Regional Plans funded via IWTG - Great Southern Wine Association)
- **Communications & PR** \$11,557.89
(Primarily engagement of Communications consultant and associated activities)
- **Hospitality Expenses** \$7296.03
(Costs associated with Parliament House Event and hosting meetings of the WoWA Board, WoWA Technical Committee, APC Committee)
- **Representation/Consultants** \$39,534.16
(Appointment of Independent Chair & Consultants - Agknowledge)
- **Training and Education** \$8654.25
(New Exporter Workshops & the Wine Education Centre)

Surplus

The net result of the above was the Association reported a net surplus for the year of \$23,678. It should be highlighted that the Board took the decision to bring to account this year the full costs of establishing the APC, an amount of \$37,426.00, thus resulting in retained earnings at the end of the 2017/18 financial year of \$47,210.00.

As we move into the 2018/19 financial year we will see increased activity in the financials as we match spending with the funding being provided via the International Wine Tourism Grant.

Pippa Nielsen



Treasurer

Chief Executive Officer's Report

As outlined in Strategic Priorities for 2017 - 18, our focus for the year prioritised:

- Ensuring improved implementation of the APC funding model for the 2017 vintage
- Further work on taxation policy, establishing a tax working group to develop a WA industry endorsed position for the 2019 Federal election
- Ensuring WA producers receive fair access to Federal Export and Regional Wine Support Package through federal international wine tourism grants and export development activities
- Supporting the WA wine technical committee to ensure biosecurity and RD&E priorities are adequately addressed by relevant federal and state government agencies and industry groups

The key activities to achieve these aims were, Advocacy, Representation, Administration and Communication

Advocacy

In 2017-18, Wines of Western Australia advocated for the industry on the following issues:

- Co-hosted with the Minister for Agriculture, a State Parliament House Event for industry and state government and opposition members.
- Established the Tax Working Group to develop a WA industry endorsed position for the 2019 Federal election (see terms of reference in appendices)
- Continued engagement with Wine Australia to secure resources to support export market development for WA wine producers.

- Submitted and successfully obtained a \$1 million federal international wine tourism grant
- In collaboration with the table grape industry and Regional Associations continued to advocate for amendments to the Federal Biosecurity Act 2015 which would restrict movement of imported grape products into WA.
- Worked with all Regional Associations and the Department of Biodiversity Conservation and Attractions to establish late season burn-off protocol to ensure late harvested fruit was not affected by prescribed burning.

Representation

In 2017-18, Wines of Western Australia engaged the following government and industry bodies on the following issues:

- Minister for Agriculture and the Department of Primary Industries and State Development and Minister for Tourism and Tourism WA, advocating for increased funding for market development, wine tourism and industry development.
- Facilitated annual visit to WA for the Wine Education Centre's Singapore annexe Dux students
- Partnered with WA Fishing Industry Council to host James Busby Tours in Perth
- Supported Swan Valley Wine Show, Timber Towns Wine Show, Blackwood Valley Wine Show Margaret River 50th Anniversary Celebrations and the 2018 Truffle Kerfuffle
- Attended WFA meetings in Canberra and Adelaide
- Attended Australian Vigneron meetings in Canberra and Adelaide.

Administration

In 2017-18, Wines of WA administered the following projects on behalf of the WA wine industry:

- Worked with APC administration and Wine Producers' Committee to refine collection process for FFS collection on the 2017 vintage.

- Compliance requirements for the International Marketing Program funding partnership with DPIRD.
- Compliance requirements for the Wine Australia Regional Program.
- Management of the WA Wine Industry Technical Committee
- Negotiated terms for the WA wine industry service agreement with Australia Post
- Negotiated terms for the WA wine industry co-membership arrangement with CCIWA
- Managed Grant compliance process for R4R Growers' Group Grant.
- Project management of R4R Growers' Group Grant, "Pathways to Premium Markets".

Communication

In 2017-18, we continued to refine our communications processes, through appointment of strategic communications consultant (see below under staff movements) and the following:

- A weekly e-newsletter which provides non-time sensitive information.
- Social media which provides day to day information. By following Wines of WA on facebook, twitter and linkedin, industry participants receive live updates that are relevant to their business.
- For urgent, critical information, members receive an email or text message directly from me, sent from ceo@winewa.asn.au
- Eye to eye on a regular basis to share a coffee or a glass wine, depending on the time of day, discussing what you feel are the key issues affecting your business and region.

Additionally, we urge producers to visit www.winewa.asn.au regularly as we post information and upcoming events to the news-blog that feeds directly to the home page.

Finally, the art of communication requires getting the correct message to the right person. This is our biggest challenge as an industry. We continued to work on this in 2017-18. With information collected via the APC process our

ability to communicate effectively will continually improve.

Human Resources

During the 2017-18 financial year, Jodie Pannel resigned as Administration and Membership Manager. Jodie was a key member of the WoWA team from August 2013 to July 2017 and played a key role in the restructuring of WoWA and implementation of the WA wine industry strategic plan. We wish every success for the future.

This provided the Board with an opportunity to review resourcing and what WoWA required to continue evolving, providing services that are relevant and valuable to WA wine producers. The resulting resolution was to go to market to secure a suitably qualified individual to act as Independent Chair for the WoWA Board and to appoint a communications consultant to further enhance execution of communications services for producers.

After a thorough recruitment process, Trevor Whittington was appointed as Independent Chair and Robin Birch was engaged as a consultant to provide strategic communications services.

National Representation

It is important that WA continues to provide energised and capable people at a national representative level to ensure our state issues are understood and addressed. In 2017-18, WoWA facilitated the following input at national level.

Winemakers' Federation of Australia (WFA)

Western Australian Board representatives were, Alexandra Burt (Winemakers' Federation Executive Council and Small Winery Membership Committee) and Trevor Whittington (Small Winery Membership Committee).

Alexandra is a former Board member and Treasurer of Wines of Western Australia and runs her family's wine business, Voyager Estate.

Trevor is Independent Chair of Wines of WA.

Australian Vignerons (AV formerly WGGGA)

AV is the new iteration of WGGGA having revised its Constitution to include producers and growers under a state-based membership model. Governance includes a proportional representative Council of members, responsible for strategic policy setting and appointing an independent, skills-based Board. The Board works with the CEO to implement strategy and ensure governance and compliance of the organisation.

AV provided an independent national body for WA producers with a greater focus on issues that are relevant to small and medium producers. As at 30 June 2017, AV and WFA were discussing terms for a merger of the two organisations to form one national representative body. Wines of WA has been involved in the consultation process and will continue to provide input.

In addition to these formalised positions, Wines of WA has continued to strengthen our relationships with other State and Regional organisations. We will continue to communicate and collaborate with our inter-state partners to advocate collectively where common interests exist.

In closing, I wish to acknowledge the contribution and support of the following people:

- Regional Association Committees who have provided input to the development of policies and programs to support industry development.
- Producers who have provided input to the development of policies and programs to support industry development.
- The Wines of WA Technical Committee, Chair Lee Hasselgrove, Jim Campbell-Clause, Keith Pekin, Richard Fennessy and Glynn Ward.
- The Wines of WA Board of Directors, and specifically, Independent Chair, Trevor Whittington, Vice President Colin Bell and Treasurer Pippa Nielsen

Larry Jorgensen



Chief Executive Officer

Membership and APC Collection Report

The WA wine industry again utilised the fee for service APC funding model for the 2017-18 financial year. The fees were affected against the 2017 vintage. A fee per tonne was collected from the owner of the fruit at crush and distributed to Wines of WA to provide state-based services and to Regional Associations based on the GI origin of the fruit to provide regionally based services.

WoWA worked with producers, Regional Associations and the APC Wine Producers' Committee, to further refine the collection process in 2017-18.

The aggregated budgeted revenue from APC collections for 2017-18 was \$666,651, based on a 72,000 tonne vintage. The final reported amounts at 30 June 2018 were \$641,232 and 69,100 tonnes. This represents 96% of budgeted amounts.

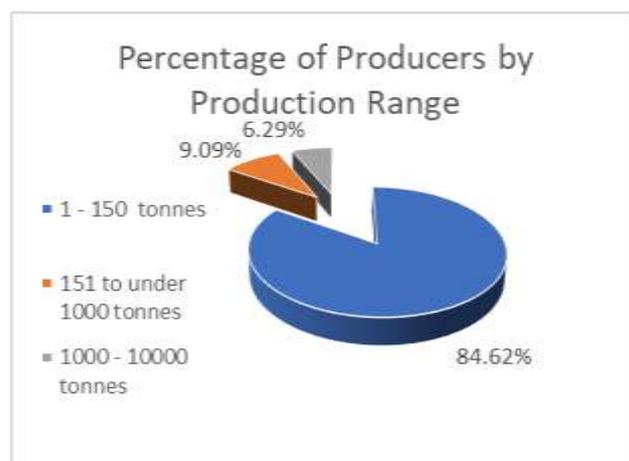
In total, 312 (267 in 2016) producers provided return forms for payment with a further 188 (89 in 2016) lodging "nil" returns. The aggregated figure, 500, is higher than the typically quoted number of 350 active businesses in WA. Nil returns are attributable to smoke-taint events, yearly production decisions to balance inventory and the variety of business models that exist. As the fee is attributable to the owner of fruit at crush, businesses that typically purchase finished or raw wine would not submit a return form for payment.

Industry Production Data

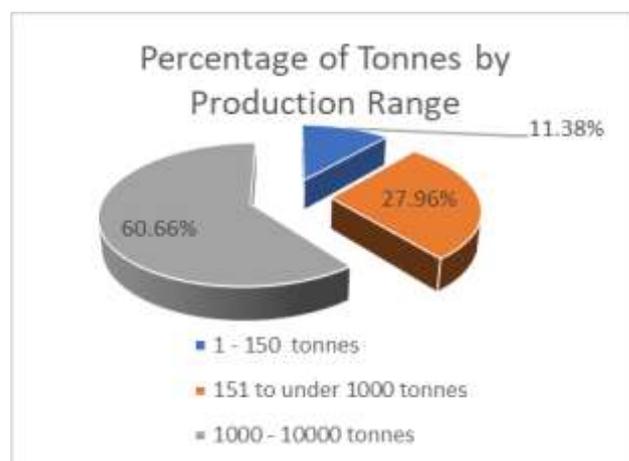
A significant benefit arising from the APC collection is resulting production data. Information collected via the process includes, GI origin of fruit by variety. This provides an accurate snapshot of production capacity and will be invaluable to producers in determining how to structure their business to best meet market demand. As industry settles into

acceptance of the APC, further information can be collected to provide more detail to support business planning. A summary of the data at state level is included in Appendix 1. The information will also be provided to all producers and will be archived to the Wines of WA website.

Percentage of Producers by Production Category



FFS Collection by Production Category



Current Producer Member Benefits

Australia Post

Membership entitles access to the Wines of WA alliance with Australia Post whereby members can take advantage of specialised wine handling and delivery services at significantly reduced prices in both the domestic and overseas markets.

Chamber of Commerce and Industry, WA (CCIWA)

Membership permits access to the dual Wines of WA / CCI membership agreement. This provides members with access to the full range of CCI member benefits including: advice and assistance on industrial relations, workplace agreements, worker's compensation, occupational safety and health, industry training, trade, environmental compliance and more.

Affiliate Membership Benefits

Affiliate members receive the following benefits:

- **Receive** regular issues of the WoWA E-newsletter and keeping up to date with all the latest wine industry news
- Access and notification to **networking** events and workshops with WOWA wine producers and growers
- Access to WA wine industry Australia Post parcel rates,

Technical Committee

The Wines of WA Technical Committee oversees the development and implementation of the WINE AUSTRALIA Regional Program for WA. The Program provides grants-based funding for R&D projects with specific regional relevance.

The Committee also reviews: biosecurity

- water security
- resource management

Committee Members for 2015 – 16 were:

Lee Hasselgrove – Mure Viticulture (Chair)

Jim Campbell-Clause – AHA Viticulture

Dave Botting – Burch Family Wines

Peter Traeger – Sandalford

Yuri Berns – Sittella

Suzie Muntz – Xanadu

Con Simos – AWRI

Alec McCarthy - DPIRD

Mark Gibberd – Curtin University

Dave Kelly - Curtin University

Jeremy Galbreath - Curtin University

Glynn Ward – DPIRD

Richard Fennessy – DPIRD

Keith Pekin – Perth NRM

Michael Considine – UWA

Larry Jorgensen – Wines of WA

RD&E 5 Year Strategic Plan

In January 2017, the Wines of WA Technical Committee undertook a facilitated strategic planning session to identify the RD&E strategic priorities over the next 5 years. The 2017 - 22 WA Wine Industry RD&E Strategic Priorities Plan (RDESP) is included in the appendices and is available

on the Wines of WA website in the Technical Section.

The process included a request for input from all WA producers. The responses were collated by Wines of WA. The Technical Committee reviewed these, noting the frequency of identified issues in determining 5 key focus areas:

- Smoke taint
- Chemical resistance
- Improved clonal material (including alternative varieties)
- Business model innovation
- Pest and disease management
- Sustainable viticulture

The RDESP provides guidance in determining what issues are addressed by industry through research and extension in partnership with state and federal government agencies.

Wine Australia Regional Program. The Regional Program is funded through Wine Australia. In each year, the Technical Committee identifies key issues to be addressed through extension programs. The Annual Operating Plan for each year is available on the WoWA website in the Technical section. Program administration is provided by WoWA. DPIRD provides project management through Richard Fennessy.

2017-18 activities

1. Identifying and understanding clonal material: The WA Wine Industry Technical Committee identified a shortage in the current understanding and identification of potential superior clones suited to Western Australian conditions. This issue was validated through a survey of key WA producers on the R&D

priorities for the State industry with clonal material featuring as a reoccurring priority.

Anecdotally there are sub-optimum clonal plantings of key varieties in WA which is restricting the quality potential of regional producers. There are clones available through the State Germplasm Collection and private nurseries that have the potential to improve the future quality of WA wines. Enabling growers with an improved understanding of the impact of clonal selection on quality is crucial. Grape growers and winemakers need to be informed of clonal traits, so they can match clone to site and to desired wine style.

A desktop review of the available clones of Chardonnay, Cabernet Sauvignon, Merlot, Shiraz and Tempranillo detailing viticultural and wine quality attributes in addition to a list of superior clones which are not available in WA (identifying importation opportunities) will be conducted. This information will be made accessible to all industry stakeholders.

In addition, a forum will be held to compliment this packaged information with presenters from DAFWA, WAVIA, private nurseries and growers sharing their experiences and technical information on specific clones. A wine tasting (experimental batches and commercial sized trials) will provide an interactive component to the forum.

Fruit from at least three 'new' Shiraz clones will be made at a commercial winery and at DAFWA for comparison tasting and discussion at the forum.

The overall outcome of this activity is to bring awareness and discussion to both growers and winemakers on clonal selection.

Research findings and information will be reviewed from national and international sources such as technical journals, nurseries, plant breeders and publications. Australian experts in clonal evaluations such as Dr Michael McCarthy, John Whiting and Libby Tassie will be consulted.

2. Evaluating and demonstrating alternative varieties:

Approximately 80% of Western Australia's wine grape production comprises of five 'noble' French varieties. Reliance on such a small collection of varieties to sustain the profitability of the WA wine industry while considering challenges such as climate change and market trends for example, poses potential limitations.

One tool available to growers to ensure continuation of optimum production while addressing issues such as increasing temperatures, compressed growing seasons, limited water availability is through varietal selection.

This project aims to change the way growers think when considering the varieties that best suit their region by pairing varieties with climates (current and forecasted).

Demonstrating the potential of such varieties by means of wine tastings and field walks is an integral pathway to adoption.

3. Promoting innovative winemaking practices:

Regional winemakers can risk developing insular approaches to winemaking techniques, technologies and philosophies due to limited exposure to such aspects. This activity aims to promote regional collaboration and encourage innovation towards winemaking. This will be achieved by conducting three regional wine tasting forums (Swan Valley, Margaret River and Great Southern) that focus on a specific white and red variety that is of significance to each of the respective regions. Regional winemakers will be invited to attend and bring samples of innovative approaches they have trialled themselves and present their findings. Additionally, a guest winemaker will be invited from outside of the State that is considered as a leader/innovator of these specific varieties from regions comparable to those from where the forum will be held. This will allow winemaker participants to discuss and taste wines made in ways that they may be unaccustomed to and encourage

experimentation to improve their product quality and style.

The Department of Agriculture and Food Western Australia hold an annual Winemakers' Trial Forum facilitated by Richard Fennessy. This extension activity has proved to be very successful, each tasting has been fully subscribed and feedback has shown 100% satisfaction received from the attendees. This proposed series of tastings will build from this format and be presented to a larger audience with regional / varietal focus and feature a guest presenter.

Development of the 2018-19 WINE AUSTRALIA Regional Program

The plan was developed through the West Australian wine industries technical committee and WoWA. IA committee meeting was held at DPIRD's Bunbury office on the 25th of January 2018 to prioritise regional RD&E issues for the regional program based on the outputs from the 5-year strategic planning process undertaken in January 2017. This prioritisation process also considered feedback from regional associations and direct contact with producers. Though the wine producing regions throughout WA are diverse, the selected activities for 2018-19 program aim to be of benefit to all regions.

The committee and Wines of WA would like to acknowledge that there is scope to improve industry input into the program and are actively seeking greater industry representation and input to the planning process for future regional programs.

Wines of WA Board of Directors 2017-18

Independent Chair

Trevor Whittington (appointed 2017)
trevor.whittington@iinet.net.au

Producer Representatives

0 - 150 tonnes

David Mazza (appointed 2017)
Mazza Wines
david@mazza.com

151 - 1000 tonnes

Robert Olde (appointed 2017)
Latitude 34
Robert.olde@latitude34wineco.com

Over 1000 tonnes

Paul Holmes a Court (appointed 2016)
Vasse Felix
paul@heytebury.com.au

Regional Representatives

Swan Valley/Perth Hills/Peel GI

Ross Pamment (appointed 2016)
Houghton
ross.pamment@houghton-wines.com.au

Geographe GI

Pippa Nielsen Treasurer (appointed 2016)
Vineyard 28
wine@vineyard28.com.au

Margaret River GI

Barry House (appointed 2017)
MRWA
chair@margaretriver.wine

Margaret River GI

Justin Horgan (appointed 2016)
Leeuwin Estate
Justin@leeuwinestate.com.au

Blackwood Valley/Pemberton/Manjimup GI

Troy Schoof (appointed 2016)
Latitude 34
troy.schoof@latitude34wineco.com

Great Southern GI

Kim Tyrer (appointed 2017)
Galafrey Wines
kim@galafreywines.com.au

Growers' Representative

Colin Bell Vice Chair (appointed 2013)
AHA Viticulture
Director and Viticulturist
(08) 9756 8011
colin@ahaviticulture.com.au

Executive

CEO

Larry Jorgensen
Wine Industry Assoc WA
+61 448 884 161
ceo@winewa.asn.au

Executive Committee

Independent Chair

Trevor Whittington
trevor.whittington@iinet.net.au

Vice Chair

Colin Bell (appointed 2013)
AHA Viticulture
Director and Viticulturist
(08) 9756 8011
colin@ahaviticulture.com.au

Treasurer

Pippa Nielsen (appointed 2016)
Vineyard 28
wine@vineyard28.com.au

CEO

Larry Jorgensen
Wine Industry Assoc WA
+61 448 884 161
ceo@winewa.asn.au

Wines of WA Operational Budget 2017 - 18 for APC Services	Budget	Total FFS required 15/16	Strategic Plan Reference
Industry Structure and Development		\$60,000	
- Recover APC establishment costs/Assist Regional Associations with APC implementation	\$20,000		SFA 2.1 - 2.3; pg. 25
- Assist Regional Associations with strategic planning, securing resources, funding to implement	\$20,000		SFA 1.1, 1.4; pg. 24
- Develop and implement industry structure for decision making and policy development (working with RAs and producers)	\$15,000		SFA 1.1, 1.2; pg. 24
- Provide Secretariat services to APC Committee	\$5,000		SFA 2.3; pg. 25
Market Development and Consumer Interaction		\$45,000	
- Secure resourcing for Regional Associations and producers through Royalties for Regions programs, Dept. of Agriculture and Wine Australia	\$15,000		SFA 3.1; pg. 26
- Develop Export Market Strategy in collaboration with RAs and producers	\$15,000		SFA 3.2; pg. 26
- Assist RAs to implement strategy	\$15,000		SFA 3.2; pg. 26
RD&E/Technical		\$10,000	
- Provide Secretariat services to Technical Committee	\$5,000		SFA 4.1 - 4.4; pg. 28 SFA 6.1 - 6.3; p. 31
- Administer AGWA Regional Program	\$5,000		SFA 4.1 - 4.4; pg. 28 SFA 6.1 - 6.3; pg. 31
Advocacy - Legislation/Regulation		\$185,000	
- Establish and maintain high level relationships with all relevant government agencies and industry stakeholders	\$25,000		SFA 1.3; pg. 24
- Establish Tax Working Group to monitor WET legislation changes and investigate simpler and fairer taxation models	\$25,000		SFA 10.1, 10.2; pg. 35
- Commission economic modelling to assist advocacy across all issues	\$40,000		SFA 1.3; pg. 24 SFA 10.1, 10.2; pg. 35
- Pay state membership to Australian Vignerons	\$10,000		SFA 1.3; pg. 24
- Develop communication and engagement strategy to manage controlled burn/smoke taint risks	\$15,000		SFA 8.2; pg.33
- Develop Biosecurity policies, advocate to relevant agencies and establish biosecurity incursion fund	\$25,000		SFA 7.1 - 7.4; pg.32
- Work with industry and RGL to develop appropriate licence categories for wine tourism businesses	\$15,000		SFA 1.3; pg. 24 SFA 5; pg 30
- Advocate for red tape reduction regarding liquor licensing	\$15,000		SFA 1.3; pg. 24 SFA 5; pg. 30
- Host an annual networking event at state Parliament House	\$15,000		SFA 1 pg. 24
Note that Wines of WA calculates FFS allocation based on a \$100/hour service provision rate			
TOTAL FUNDING REQUIREMENT		\$300,000	

**WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543**

**FINANCIAL REPORT
FOR THE YEAR ENDED
30 JUNE 2018**

**Liability limited by a scheme approved under
Professional Standards Legislation**

WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543

CONTENTS

Committee's Report	1
Income Statement	3
Balance Sheet	5
Notes to the Financial Statements	6
Statement by Members of the Committee	12
Compilation Report	13
Certificate by Members of the Committee	14

**WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543**

COMMITTEE'S REPORT

Your committee members submit the financial report of the WINES OF WESTERN AUSTRALIA INC. for the financial year ended 30 June 2018.

Committee Members

The name of each member of the committee during the year and if different, at the date of the report;

Trevor Whittington (Independent Chair)
Colin Bell (Vice President)
Pippa Nielsen (Treasurer)
Larry Jorgensen (CEO)
Paul Holmes a Court
Barry House
David Mazza
Robert Olde
Ross Pamment
Justin Horgan
Troy Schoof
Kim Tyrer

Principal Activities

The principal activities of the association during the financial year were:

Advocacy to confirm government, at all levels, understands the wine industry and also ensure the value of the wine industry is clearly understood by government, the community and other complimentary industry sectors.

Administration of technical and marketing program funding to provide Regional Associations and producers access to opportunities to improve business practices and market access.

Communication to ensure wine industry participants are aware of the issues that may affect their businesses.

Significant Changes

No significant change in the nature of these activities occurred during the year.

Operating Result

The profit of the association after providing for income tax amounted to \$23,678.29.

Signed in accordance with a resolution of the Members of the Committee.

WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543

COMMITTEE'S REPORT

Committee Member: Pippa Nielsen
Pippa Nielsen (Treasurer)

Committee Member: Larry Jorgensen
Larry Jorgensen (CEO)

Dated this 5th day of October 2018

WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543

INCOME STATEMENT
FOR THE YEAR ENDED 30 JUNE 2018

	Note	2018 \$	2017 \$
INCOME			
Events Management		(3,618)	27,067
Grants & Projects		32,792	34,926
Interest Received		755	753
Membership Fees		<u>286,310</u>	<u>231,762</u>
		<u>316,238</u>	<u>294,509</u>
OTHER INCOME			
Recoupment of Expenses		-	1,364
Other Income		<u>6,364</u>	<u>11,640</u>
		<u>6,364</u>	<u>13,003</u>
		<u>322,601</u>	<u>307,512</u>

The accompanying notes form part of these financial statements.

This report is to be read in conjunction with the attached compilation report of RSM Australia Pty Ltd.

WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543

INCOME STATEMENT
FOR THE YEAR ENDED 30 JUNE 2018

	Note	2018 \$	2017 \$
EXPENDITURE			
Accounting & MYOB Fees		6,546	2,119
Amortisation - Intangibles		-	1,955
Bank Charges		1,326	1,228
Cleaning & Rubbish Removal		-	408
Computer Expenses		2,268	3,195
Depreciation		149	524
Electricity & Gas		-	251
General Expenses		73	129
Insurance		2,890	6,538
Loss on Sale of Fixed Assets		328	1,893
Advocacy & Industry Development		77,042	5,797
Meeting Expenses		4,913	484
Postage		844	1,056
Printing & Stationery		5,213	5,844
Provision for Annual Leave		(4,784)	(1,707)
Rates		-	838
Rent		2,672	7,744
Stock Write-Off		-	6,933
Subscriptions		14,673	5,150
Superannuation		10,683	13,765
Telephone		3,290	3,578
Travelling Expenses		15,704	26,276
Wages		117,667	144,900
APC Establish Cost Writedown		37,426	-
		<u>298,923</u>	<u>238,898</u>
Profit before income tax		<u>23,678</u>	<u>68,614</u>
Profit for the year		<u>23,678</u>	<u>68,614</u>
Retained earnings (Accumulated losses) at the beginning of the financial year		<u>23,532</u>	<u>(45,082)</u>
Retained earnings at the end of the financial year		<u><u>47,210</u></u>	<u><u>23,532</u></u>

The accompanying notes form part of these financial statements.

This report is to be read in conjunction with the attached compilation report of RSM Australia Pty Ltd.

WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543

BALANCE SHEET
AS AT 30 JUNE 2018

	Note	2018 \$	2017 \$
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	3	255,133	290,637
Trade and other receivables	4	922	-
Advance Payment - Salary Package		-	904
Prepaid Expenses		883	38,595
TOTAL CURRENT ASSETS		<u>256,937</u>	<u>330,135</u>
NON-CURRENT ASSETS			
Property, plant and equipment	5	-	477
Intangible assets	6	2	-
TOTAL NON-CURRENT ASSETS		<u>2</u>	<u>477</u>
TOTAL ASSETS		<u>256,939</u>	<u>330,612</u>
LIABILITIES			
CURRENT LIABILITIES			
Trade and Other Payables	7	205,673	307,080
Borrowings	8	4,056	-
TOTAL CURRENT LIABILITIES		<u>209,729</u>	<u>307,080</u>
TOTAL LIABILITIES		<u>209,729</u>	<u>307,080</u>
NET ASSETS		<u>47,210</u>	<u>23,532</u>
MEMBERS' FUNDS			
Retained earnings	9	47,210	23,532
TOTAL MEMBERS' FUNDS		<u>47,210</u>	<u>23,532</u>

The accompanying notes form part of these financial statements.

This report is to be read in conjunction with the attached compilation report of RSM Australia Pty Ltd.

WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2018

The financial statements cover WINES OF WESTERN AUSTRALIA INC. as an individual entity. WINES OF WESTERN AUSTRALIA INC. is a not for profit Association incorporated in Western Australia under the Associations Incorporation Act (ACT) 1991 ('the Act').

The functional and presentation currency of WINES OF WESTERN AUSTRALIA INC. is Australian dollars.

1 Basis of Preparation

In the opinion of the Committee of Management, the Association is not a reporting entity since there are unlikely to exist users of the financial report who are not able to command the preparation of reports tailored so as to satisfy specifically all of their information needs. These special purpose financial statements have been prepared to meet the reporting requirements of the Act.

The financial statements have been prepared in accordance with the recognition and measurement requirements of the Australian Accounting Standards and Accounting Interpretations, and the disclosure requirements of AASB 101 Presentation of Financial Statements, AASB 107 Statement of Cash Flows, AASB 108 Accounting Policies, Changes in Accounting Estimates and Errors and AASB 1054 Australian Additional Disclosures.

Significant accounting policies adopted in the preparation of these financial statements are presented below and are consistent with prior reporting periods unless otherwise stated.

The financial statements have been prepared on an accruals basis and are based on historical costs modified, where applicable, by the measurement at fair value of selected non current assets, financial assets and financial liabilities.

2 Summary of Significant Accounting Policies

Plant and Equipment

Plant and equipment is carried at cost or fair value less, where applicable, any accumulated depreciation and impairment of losses. Plant and equipment is depreciated on a straight line basis over the assets useful life to the association, commencing when the asset is ready for use.

Depreciation

The depreciable amount of all plant and equipment is depreciated over the useful lives of the assets to the association commencing from the time the asset is held ready for use.

WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2018

Impairment of Non-Financial Assets

At the end of each reporting period the association determines whether there is an evidence of an impairment indicator for non-financial assets.

Where this indicator exists and regardless for goodwill, indefinite life intangible assets and intangible assets not yet available for use, the recoverable amount of the assets is estimated.

Where assets do not operate independently of other assets, the recoverable amount of the relevant cash-generating unit (CGU) is estimated.

The recoverable amount of an asset or CGU is the higher of the fair value less costs of disposal and the value in use. Value in use is the present value of the future cash flows expected to be derived from an asset or cash-generating unit.

Where the recoverable amount is less than the carrying amount, an impairment loss is recognised in profit or loss.

Reversal indicators are considered in subsequent periods for all assets which have suffered an impairment loss , except for goodwill.

Employee Benefits

Provision is made for the association's liability for employee benefits arising from services rendered by employees to the end of the reporting period. Employee benefits that are expected to be wholly settled within one year have been measured at the amounts expected to be paid when the liability is settled.

Employee benefits expected to be settled more than one year after the end of the reporting period have been measured at the present value of the estimated future cash outflows to be made for those benefits. In determining the liability, consideration is given to employee wage increases and the probability that the employee may satisfy vesting requirements. Cash flows are discounted using market yields on high quality corporate bond rates incorporating bonds rated AAA or AA by credit agencies, with terms to maturity that match the expected timing of cash flows. Changes in the measurement of the liability are recognised in profit or loss.

Cash and Cash Equivalents

Cash and cash equivalents comprises cash on hand, demand deposits and short term investments which are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value.

WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2018

Revenue and Other Income

Revenue is recognised when the amount of the revenue can be measured reliably, it is probable that economic benefits associated with the transaction will flow to the association and specific criteria relating to the type of revenue as noted below, has been satisfied.

Revenue is measured at the fair value of the consideration received or receivable and is presented net of returns, discounts and rebates.

Interest revenue

Interest revenue is recognised using the effective interest rate method.

Rendering of services

Revenue in relation to rendering of services is recognised depending on whether the outcome of the services can be estimated reliably. If the outcome can be estimated reliably then the stage of completion of the services is used to determine the appropriate level of revenue to be recognised in the period. If the outcome cannot be reliably estimated then revenue is recognised to the extent of expenses recognised that are recoverable.

If the outcome cannot be reliably estimated then revenue is recognised to the extent of expenses recognised that are recoverable.

Revenue from training services is generally recognised once the training has been delivered.

Goods and Services Tax (GST)

Revenue, expenses and assets are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO).

Receivables and payables are stated inclusive of GST.

WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2018

	2018	2017
	\$	\$
3 Cash and Cash Equivalents		
CBA Business Transaction A/C	5,945	22,926
NAB Cheque Account	72,477	266,831
NAB Savings Account	176,710	880
	<u>255,133</u>	<u>290,637</u>
4 Trade and Other Receivables		
GST Receivable	922	-
	<u>922</u>	<u>-</u>
5 Property, Plant and Equipment		
Office Equipment - at Cost	-	4,128
Less Prov'n for Depreciation	-	(3,651)
	<u>-</u>	<u>477</u>
Software Development - at Cost	-	7,000
Less Prov'n for Depreciation	-	(7,000)
	<u>-</u>	<u>-</u>
Total Plant and Equipment	<u>-</u>	<u>477</u>
Total Property, Plant and Equipment	<u>-</u>	<u>477</u>

These notes should be read in conjunction with the attached compilation
report of RSM Australia Pty Ltd.

WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2018

	2018	2017
	\$	\$
6 Intangible Assets		
Wines of WA Brand	19,477	19,477
Less: Amortisation	<u>(19,476)</u>	<u>(19,477)</u>
	<u>1</u>	<u>-</u>
Prepaid APC Establishment	37,427	-
Less Writedown Expense	<u>(37,426)</u>	<u>-</u>
	<u>1</u>	<u>-</u>
Total	<u><u>2</u></u>	<u><u>-</u></u>
7 Accounts Payable and Other Payables		
Current		
Trade Creditors	11,000	111,041
PAYGW Payable	5,371	3,862
Superannuation Payable	356	3,545
Other Payroll Liabilities	-	433
Project Advance Payments	173,244	161,160
GST Payable	-	6,553
Provision for Holiday Pay	<u>15,702</u>	<u>20,486</u>
	<u><u>205,673</u></u>	<u><u>307,080</u></u>
8 Borrowings		
Current		
Visa Credit Card	<u>4,056</u>	<u>-</u>
Total borrowings	4 <u><u>4,056</u></u>	4 <u><u>-</u></u>

These notes should be read in conjunction with the attached compilation
report of RSM Australia Pty Ltd.

WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2018

	2018	2017
	\$	\$
9 Retained Earnings		
Retained earnings (Accumulated losses) at the beginning of the financial year	23,532	(45,082)
Net profit attributable to the association	23,678	68,614
Retained earnings at the end of the financial year	<u>47,210</u>	<u>23,532</u>

**COMPILATION REPORT
TO WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543**

We have compiled the accompanying special purpose financial statements of WINES OF WESTERN AUSTRALIA INC. which comprise the balance sheet as at 30 June 2018, profit and loss statement for the year then ended, a summary of significant accounting policies and other explanatory notes.

The specific purpose for which the special purpose financial statements have been prepared is set out in the notes to the accounts.

The responsibility of the committee of management

The Committee of Management of WINES OF WESTERN AUSTRALIA INC. is solely responsible for the information contained in the special purpose financial statements, the reliability, accuracy and completeness of the information and for the determination that the basis of accounting used is appropriate to meet their needs and for the purpose that the financial statements were prepared.

Our responsibility

On the basis of the information provided by the committee of management we have compiled the accompanying special purpose financial statements in accordance with the basis of accounting as described in the notes to the financial statements and APES 315: Compilation of Financial Information.

We have applied professional expertise in accounting and financial reporting to compile these financial statements in accordance with the basis of accounting described in the notes to the financial statements. We have complied with the relevant ethical requirements of APES 110 Code of Ethics for Professional Accountants.

Assurance Disclaimer

Since a compilation engagement is not an assurance engagement, we are not required to verify the reliability, accuracy or completeness of the information provided to us by management to compile these financial statements. Accordingly, we do not express an audit opinion or a review conclusion on these financial statements.

The special purpose financial statements were compiled for the benefit of the committee of management who is responsible for the reliability, accuracy and completeness of the information used to compile them. We do not accept responsibility for the contents of the special purpose financial statements.

Name of Firm: RSM Australia Pty Ltd

Name of Director: 

W.A Smith

Address: Unit 2, 2 Fairbairn Road, Busselton WA 6280

Dated this 5th day of October 2018

**WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543**

CERTIFICATE BY MEMBERS OF THE COMMITTEE

I, Larry Jorgensen of Bellevue, certify that:

- (a) I attended the annual general meeting of the association held on 31st October 2018.
- (b) The financial statements for the year ended 30 June 2018 were submitted to the members of the association at its annual general meeting.

Dated this 31st day of October 2018



Committee Member: _____
Larry Jorgensen

**WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543**

STATEMENT BY MEMBERS OF THE COMMITTEE

The committee has determined that the association is not a reporting entity and that this special purpose financial report should be prepared in accordance with the accounting policies outlined in Note 1 to the financial statements.

In the opinion of the committee the financial statements as set out on pages 1 to 11:

1. Presents a true and fair view of the financial position of WINES OF WESTERN AUSTRALIA INC. as at 30 June 2018 and its performance for the year ended on that date.
2. At the date of this statement, there are reasonable grounds to believe that WINES OF WESTERN AUSTRALIA INC. will be able to pay its debts as and when they fall due.

This statement is made in accordance with a resolution of the Committee and is signed for and on behalf of the Committee by:

Treasurer:



Pippa Nielsen

CEO:



Larry Jorgensen

Dated this 31st day of October 2018

**WINES OF WESTERN AUSTRALIA INC.
ABN 23 095 700 543**

COMMITTEE'S REPORT

Committee Member: *Pippa Nielsen*
Pippa Nielsen (Treasurer)

Committee Member: *Larry Jorgensen*
Larry Jorgensen (CEO)

Dated this 5th day of October 2018

Wines of WA Tax Working Group Terms of Reference May 2018

PURPOSE – TO DEVELOP AN EVIDENCE-BASED, WINES OF WA BOARD ENDORSED POSITION FOR A SIMPLER AND FAIRER METHOD OF TAXATION ON WINE

WHY/RATIONALE

Over a five-year period beginning in 2013, the Australian wine industry via consultation facilitated by the WFA prosecuted the case for a suite of amendments to the Wine Equalisation Tax (WET). The amendments focused on access to the WET Rebate as access by business entities for which it was not originally intended was creating market distortions. The result was a set of amendments to WET legislation that was similar to the policy position originally proposed by industry.

Key to the success of the process was an evidence-based position that was developed in collaboration with and ratified by all of industry.

With the new legislation being applied from the 2018 vintage, it is important to begin work now on the next stage of wine tax reform for the following reasons:

- As producers of premium wine, WA winemakers are disproportionately disadvantaged by a value-based tax.
- The time-frame required to build the evidence base, formulate a policy position and consult with industry to confirm a WoWA Board endorsed WA position is at least 6 months.
- Currently, other lobby groups (health, other alcohol category groups, politicians with poor understanding of wine industry dynamics) are pushing for both a alcohol minimum floor price and harmonised volumetric tax across all alcohol categories
- The upcoming federal election timing

THE AIM IS FOR THE WORKING GROUP TO ACHIEVE AN INDUSTRY RATIFIED POLICY POSITION BY NOVEMBER 2018.

HOW/METHODOLOGY

The WA position will be developed through the following process:

- Desk-top review of; positions advocated by other lobby groups; tax models of other countries; tax models proposed by wine industry groups within Australia
- Risk analysis of current situation (confirm the need for a proactive, all of industry position)
- Engage key federal government and opposition in discussions on development of WoWA Board endorsed policy position
- Engage key industry partners/stakeholders (other fine wine regions, larger companies with resources) in discussions on policy development
- Industry survey, framed by risk analyses, and industry/government engagement to measure impact on their business of various proposed models
- First draft of white paper outlining proposed position and strategy for advocacy for WoWA Board to review
- Second draft of whiter paper circulated to WoWA Board, Regional Associations and industry
- Final draft position paper presented to WoWA Board for endorsement

REQUIRED RESOURCES

Wines of WA will commission and provide executive support to a working group comprised of:

- WoWA Chair
- Four producer representatives, selected based on relevant skill-set
- Two WoWA Board members

Additionally, WoWA will provide:

- Funding for an industry survey to provide supporting evidence for the policies outlined in the position paper
- Advocacy of the WoWA Board endorsed position on industry's behalf as required

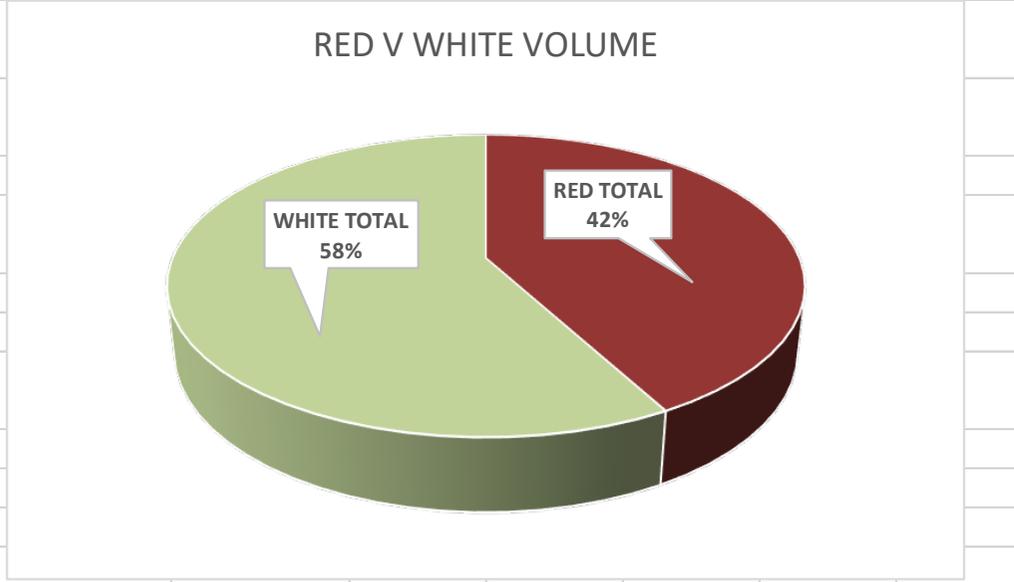
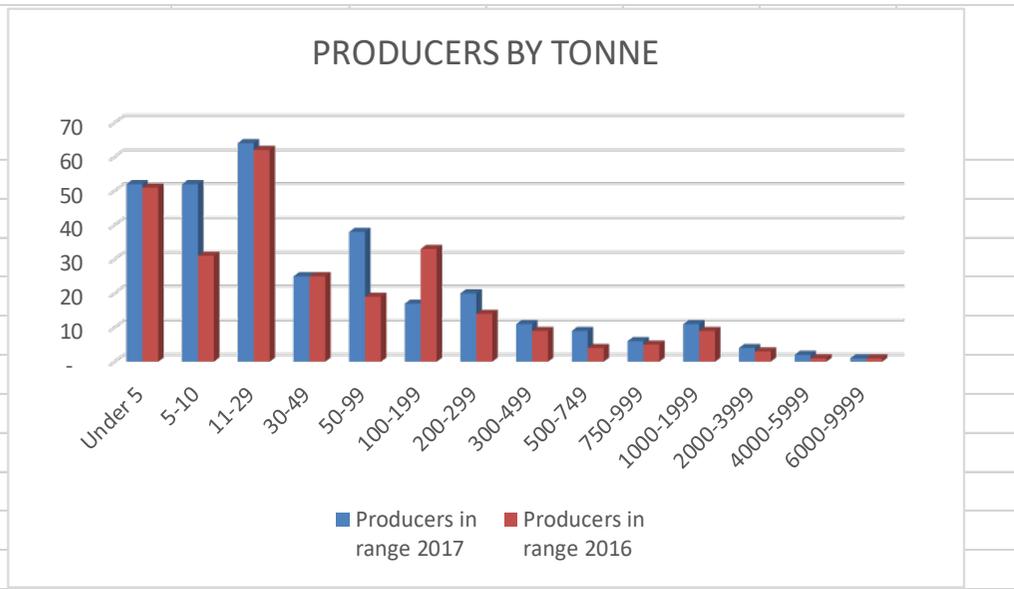
OUTPUTS

The tax working group will provide the following outputs:

- A review of current taxation models operating internationally and proposed nationally by various lobby groups
- A risk analysis of these models measuring the impact of each on the WA wine industry and the current legislation in terms of future change and timeframe
- An industry survey measuring the impact of various proposed tax models and of future changes to current legislation
- A policy paper outlining a WoWA Board endorsed policy paper for WoWA advocacy

WESTERN AUSTRALIA 2017 VINTAGE CRUSH REPORT

Tonnage Range	Producers in range 2017	Producers in range 2016
Under 5	52	51
5-10	52	31
11-29	64	62
30-49	25	25
50-99	38	19
100-199	17	33
200-299	20	14
300-499	11	9
500-749	9	4
750-999	6	5
1000-1999	11	9
2000-3999	4	3
4000-5999	2	1
6000-9999	1	1
	312	267



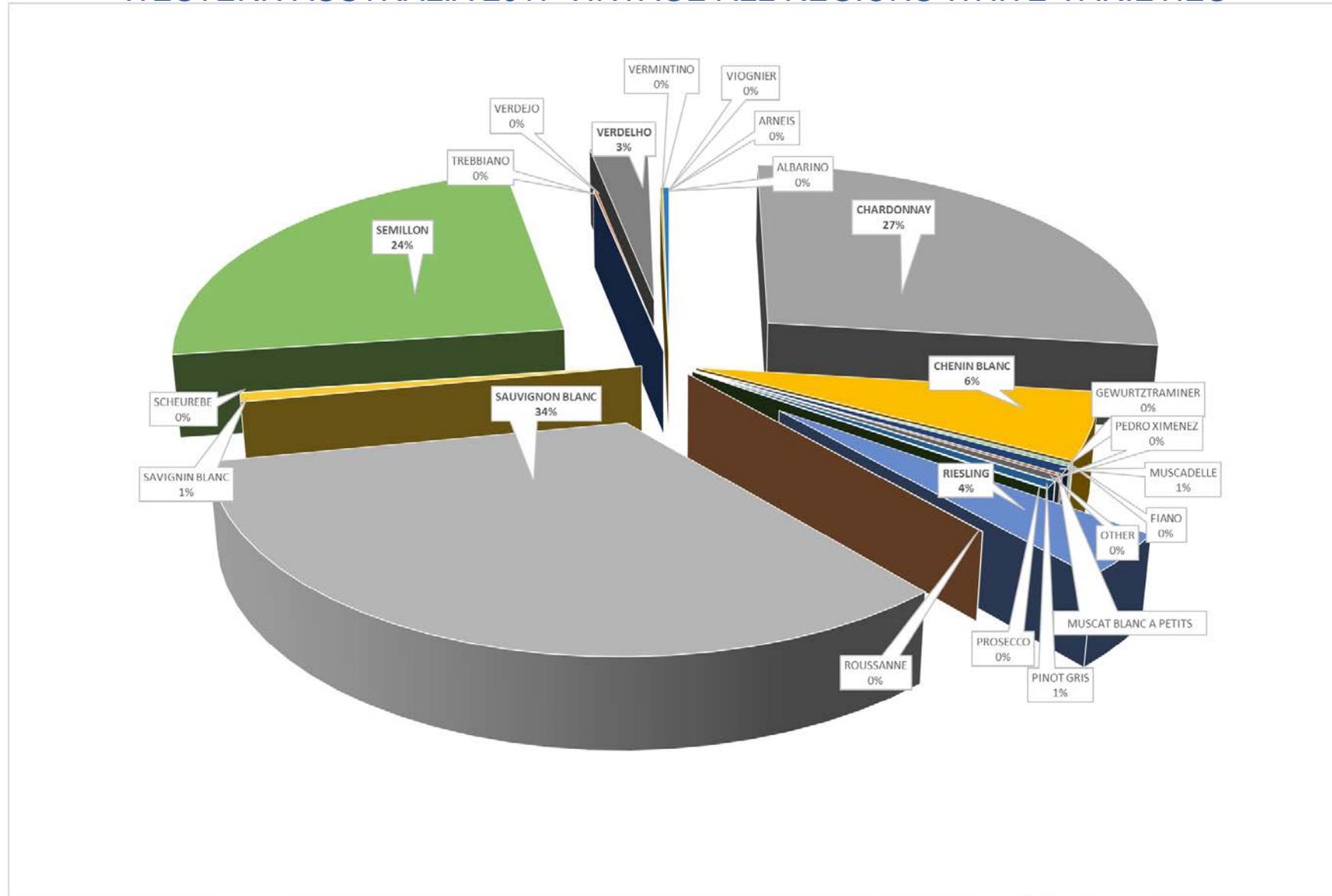
WEST AUSTRALIAN 2016 -2017 VINTAGE COMPARISON

Western Australia Vintage 2017		Western Australia Vintage 2016		Tonnes difference	% Difference
Variety	Tonnage	Variety	Tonnage		
RED - BARBERA	17.429	RED - BARBERA	10.26	7.17	69.87%
RED - BRACHETTO	1.5	RED - BRACHETTO	3.80	2.30	-60.53%
RED - CABERNET FRANC	202.592	RED - CABERNET FRANC	184.52	18.07	9.79%
RED - CABERNET SAUVIGNON	11687.652	RED - CABERNET SAUVIGNON	8,510.95	3,176.70	37.32%
RED - DOLCETTO	2.2			2.20	
RED - DURIF	15.314	RED - DURIF	7.84	7.48	95.41%
RED - GAMAY	1.566	RED - GRACIANO	1.50	0.07	4.40%
RED - GRENACHE	236.888	RED - GRENACHE	175.91	60.98	34.67%
RED - MALBEC	592.017	RED - MALBEC	558.89	33.12	5.93%
RED - MERLOT	2714.81	RED - MERLOT	2,705.83	8.98	0.33%
RED - MOURVEDRE	49.113	RED - MOURVEDRE	16.01	33.10	206.71%
RED - NEBBIOLO	22.066	RED - NEBBIOLO	17.93	4.13	23.05%
RED - NERO D'AVOLA	3.9	RED - NERO D'AVOLA	3.30	0.60	18.18%
RED - PETIT VERDOT	228.735	RED - PETIT VERDOT	184.39	44.35	24.05%
RED - PINOT MEUNIER	0.572	RED - PINOT MEUNIER	15.27	14.70	-96.26%
RED - PINOT NOIR	936.626	RED - PINOT NOIR	639.86	296.76	46.38%
RED - SANGIOVESE	48.397	RED - SANGIOVESE	38.76	9.64	24.87%
RED - SAPERAVI	1.5	RED - SAPERAVI	84.33	82.83	-98.22%
RED - SHIRAZ	11657.237	RED - SHIRAZ	7,722.36	3,934.88	50.95%
RED - TANNAT	1.374	RED - TANNAT	0.75	0.62	83.20%
RED - TEMPRANILLO	469.966	RED - TEMPRANILLO	268.47	201.49	75.05%
RED - ZINFANDEL	47.148	RED - ZINFANDEL	30.61	16.54	54.05%
RED - GRACIANO	8.025			8.03	
RED - OTHER	76.159	RED - OTHER	139.80	63.64	-45.52%
				-	
RED TOTAL	29,022.786		21,321.34	7,701.45	36.12%
Variety	Tonnage	Variety	Tonnage		
WHITE - ALBARINO	0.78	WHITE - ALBARINO	2.00	1.22	-156.41%
WHITE - ARNEIS	10.529	WHITE - ARNEIS	5.75	4.78	45.41%
WHITE - CHARDONNAY	10787.777	WHITE - CHARDONNAY	8,939.73	1,848.05	17.13%
WHITE - CHENIN BLANC	2274.066	WHITE - CHENIN BLANC	2,542.66	268.59	-11.81%
WHITE - FIANO	42.068	WHITE - FIANO	39.97	2.10	4.98%
WHITE - GEWURTZTRAMINER	57.234	WHITE - GEWURTZTRAMINER	23.18	34.06	59.51%
WHITE - MUSCADELLE	248.799	WHITE - MUSCADELLE	209.67	39.13	15.73%
WHITE - MUSCAT BLANC A PETITS GRAINS	54.209	WHITE - MUSCAT BLANC A PETITS GRAINS	97.54	43.33	-79.93%
WHITE - PEDRO XIMENEZ	7.265	WHITE - PEDRO XIMENEZ	3.89	3.37	46.43%
WHITE - PINOT GRIS	226.368	WHITE - PINOT GRIS	178.93	47.44	20.96%
WHITE - PROSECCO	23.262			23.26	100.00%
WHITE - RIESLING	1490.333	WHITE - RIESLING	1,118.26	372.08	24.97%
WHITE - ROUSSANNE	6.05	WHITE - ROUSSANNE	17.70	11.65	-192.53%
WHITE - SAUVIGNON BLANC	13425.894	WHITE - SAUVIGNON BLANC	9,631.00	3,794.89	28.27%
WHITE - SAVIGNIN BLANC	293.309	WHITE - SAVIGNIN BLANC	418.64	125.33	-42.73%
WHITE - SCHEUREBE	9.489	WHITE - SCHEUREBE	5.94	3.55	37.41%
WHITE - SEMILLON	9597.402	WHITE - SEMILLON	7,889.81	1,707.59	17.79%
WHITE - TREBBIANO	5.6			5.60	100.00%
		WHITE - TRAMINER	3.69	3.69	
WHITE - VERDEJO	44.676	WHITE - VERDEJO	7.49	37.19	83.24%
WHITE - VERDELHO	1093.362	WHITE - VERDELHO	1,120.06	26.70	-2.44%
WHITE - VERMENTINO	40.893	WHITE - VERMENTINO	37.72	3.17	7.75%
WHITE - VIOGNIER	113.026	WHITE - VIOGNIER	95.33	17.69	15.65%
WHITE - OTHER	180.08	WHITE - OTHER	107.64	72.44	40.23%
				-	
WHITE TOTAL	40,032.471		32,496.58	7,535.89	18.82%
	2017			2016	
VINTAGE TOTAL	69,055.26		53,817.92	15,237.34	28.31%

WESTERN AUSTRALIA 2017 VINTAGE ALL REGIONS WHITE VARIETIES

2017 Vintage White Varieties All Regions		
Variety	Tonnage	% of Total
SAUVIGNON BLANC	13425.894	33.54%
CHARDONNAY	10787.777	26.95%
SEMILLON	9597.402	23.97%
CHENIN BLANC	2274.066	5.68%
RIESLING	1490.333	3.72%
VERDELHO	1093.362	2.73%
SAVIGNIN BLANC	293.309	0.73%
MUSCADELLE	248.799	0.62%
PINOT GRIS	226.368	0.57%
OTHER	180.08	0.45%
VIOGNIER	113.026	0.28%
GEWURTZTRAMINER	57.234	0.14%
MUSCAT BLANC A	54.209	0.14%
VERDEJO	44.676	0.11%
FIANO	42.068	0.11%
VERMENTINO	40.893	0.10%
PROSECCO	23.262	0.06%
ARNEIS	10.529	0.03%
SCHEUREBE	9.489	0.02%
PEDRO XIMENEZ	7.265	0.02%
ROUSSANNE	6.05	0.02%
TREBBIANO	5.6	0.01%
ALBARINO	0.78	0.00%
WHITE TOTAL	40,032.471	100.00%

WESTERN AUSTRALIA 2017 VINTAGE ALL REGIONS WHITE VARIETIES



WESTERN AUSTRALIA 2017 VINTAGE ALL REGIONS RED VARIETIES

2017 Vintage Red Varieties All Regions		
Variety	Tonnage	% of Total
CABERNET SAUVIGNON	11687.652	40.27%
SHIRAZ	11657.237	40.17%
MERLOT	2714.81	9.35%
PINOT NOIR	936.626	3.23%
MALBEC	592.017	2.04%
TEMPRANILLO	469.966	1.62%
GRENACHE	236.888	0.82%
PETIT VERDOT	228.735	0.79%
CABERNET FRANC	202.592	0.70%
OTHER	76.159	0.26%
MOURVEDRE	49.113	0.17%
SANGIOVESE	48.397	0.17%
ZINFANDEL	47.148	0.16%
NEBBIOLO	22.066	0.08%
BARBERA	17.429	0.06%
DURIF	15.314	0.05%
GRACIANO	8.025	0.03%
NERO D'AVOLA	3.9	0.0134%
DOLCETTO	2.2	0.0076%
GAMAY	1.566	0.0054%
BRACHETTO	1.5	0.0052%
RED - SAPERAVI	1.5	0.0052%
TANNAT	1.374	0.0047%
PINOT MEUNIER	0.572	0.0020%
RED TOTAL	29,022.786	100.00%

WESTERN AUSTRALIA 2017 VINTAGE ALL REGIONS RED VARIETIES

