

Treasurer's Report

The 2019/2020 Financial Year has been both an industrious time and complex for Wines of WA. The first half of the year was focused on business as usual and completing projects as part of the International Wine Tourism Grant. Christmas/January saw the bush-fires over east have a huge impact on the wine industry and wine tourism, which was then compounded by the Covid-19 health crisis unfolding across Australia.

From March through to June 2020 the majority of our members wine businesses ceased to operate in their usual manner, with cellar doors being unable to operate, and many having to look to the online environment.

Extensions were sought and provided for the completion of IWTG activities. For the balance of FY20 many of these have been on hold due to Covid-19 state restrictions. As we start into FY21 we are beginning to see where we may recommence this work.

The Covid-19 crisis also necessitated some revision of our budget and close management of our cashflow through to the end of the Financial Year. The Executive and Board members took the decision to monitor and review these on a quarterly basis, and adjust as required. Thanks go to our CEO, Larry Jorgensen for keeping us well informed with respect to the cashflow of the organisation.

Paula Henderson as our book-keeper has been invaluable in managing the day to day activities of the finances this year. The finance processes are now developed and working well. This is reflected in reduced accounting fees for this Financial year.

Revenues

The majority of our revenue is derived from the APC Fee for Service Levy process. We have finished the year nearly 3% above our original budget forecast.

From our income we have also provided matched funding to the International Wine Tourism income received.

Trade Debtors finished the year at \$208,755, of which \$203,500 was to DPIRD for their co-contribution towards the Export Growth Partnership. These funds were received early in July. The balance were smaller debtors related to the Cellar Door Excellence program and outstanding associate memberships which have since been resolved.

Expenses

In general the expenses for the Association were in line with our budget projections. There are a couple of minor areas to be noted:

- Travel and Accommodation expenses are under budget. This is mostly due to having less people travelling interstate this year on WoWA matters, and the Covid-19 crisis limiting such activities.
- Bad Debtors relates to the Cellar Door Excellence program where some businesses did not receive or participate in the program and some associate memberships that were not taken up for the 19/20 Financial Year.

Surplus

The net result of the above was the Association reported a surplus for the year. As per our cashflow reviews and quarterly reporting we have finished the year slightly ahead of our revised budgets. As mentioned earlier there has been a lot achieved this year with both our WoWA operational Funds and those from the International Tourism Grant.

- Tax Working Group project and the development of a WA position.
- Continuing the relationship with Govt bodies relating to prescribed burns.

- Advocacy on behalf of the industry around the Mandatory Pregnancy Labelling.
- Advocacy and engagement with WA State Government during the Covid-19 crisis as issues arose.
- Development and implementation of the Export Growth Development Partnership.
- Continued activities relating to the IWTG program. In particular the development of good working relationships between Wines of WA, the WA State Govt, local and state tourism organisations.

As I am stepping down from my position on the Board I'd like to express my thanks to all my colleagues for their support during my time as Treasurer. To the executive committee 2020 has been an interesting year to say the least, but it was made easier by having a great team of people to work with as issues arose. Larry, thank you. It has been great to work with you, and Wines of WA is well represented by you, with your passion for the wine industry and the skills and knowledge you bring to the role.

Pippa Nielsen

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Treasurer