

Accolade Wines Australia Limited

Alexander Sas

Chief Viticulturist



I joined what is now Accolade Wines in 1999, and was promoted to Chief Viticulturist in 2007. I am responsible for all of Accolade Wines' viticultural activities across Australia and New Zealand—this includes the oversight of grower contracts, grape supply, and company vineyard assets.

My strengths are in commercial operations, R&D and strategy.

I am currently a member of the Executive Committee of SAWIA and have served as a Director of the Willunga Basin Water Company Pty Ltd, as an Alternate Director of the Board of The Australian Wine Research Institute, and as a member of the Wine Industry Code of Conduct Management Committee. I have had a long involvement with the Australian Wine Industry Technical Conference, as a member of program organising committees, an editor of the conference proceedings, and as an invited speaker. I have also been actively involved with several community groups and sporting clubs.

I began my career in Western Australia with the Department of Agriculture after graduating with a degree in Agriculture Science from the University of Western Australia. I worked in research and advisory roles in the table grape and wine industry, before being appointed Viticulturist with The Australian Wine Research Institute and CSIRO in Adelaide. In this unique role I worked with various research agencies, growers and winemakers on projects as diverse as the impact of salinity on wine quality, the development of ELISA test kits for chemical residues, and the commercialisation of a DNA-typing service for grapevines.

I have been involved in the wine industry for over 25 years, with the last 22 years living in South Australia, and believe I have the skills to add value to the Executive Committee of SAWIA.



Project Wine Pty Ltd

Paul Zerella

Managing Director



Paul Zerella entered the wine industry in 1994 as a member of the consortium who purchased the assets of the Southern Vale Cooperative and later formed the Tatchilla Winery. For the first 4 years he acted as General Manager and then took the role as Managing Director prior to the merger with St Hallett Wines in the Barossa Valley and the successful public listing of Banksia Wines.

Following the purchase of Banksia Wines by Lion Nathan in 2001, he spent 2 years as International Sales Director for the Lion Nathan Wine Group. In October 2003 he was recruited by BankWest and assumed the role of Managing Director of Haselgrove Wines, where he presided over the rebirth of the Brand and the establishment of McLaren Vale Custom Crush. In 2008, Paul was appointed Managing Director of Project Wine Pty Ltd, a processing and winemaking operation situated in the Langhorne Creek region and producing wine for some of Australia's leading winemakers.

Paul was a member of the McLaren Vale Winemakers Executive from 1996 to 2001, with the last two as President, and the McLaren Vale Grapegrowers, Winemakers and Tourism Board in 2007/08. He is currently a member of the South Australian Wine Industry Association Executive, a member of SAWIA's Finance and audit sub-committee, Chairman of Gomersal Wines, a boutique producer in the Barossa Valley and a Director of Adelaide Hills producer Chain of Ponds.



Tarac Technologies

Jeremy Blanks

CEO & Managing Director



Jeremy has held a senior executive position with Tarac Technologies since 2009, was appointed as CEO in 2013 and CEO and Managing Director in 2014. Jeremy is also a member of Tarac's Audit and Research & Development Committees.

Jeremy holds a Bachelor of Arts, a Graduate Diploma in Property, a Graduate Diploma in Applied Finance and Investment and is a Graduate of the Australian Institute of Company Directors.

Tarac has been an integral part of the South Australian wine industry for 86 years since 1930. Jeremy has the unique position of a broad and independent view of our industry through Tarac and its operation across multiple facets of the wine industry and across wine regions. The success and sustained growth of the South Australian wine industry and Tarac is closely aligned.

The wine industry is facing an increasingly broad and complex set of issues. The priorities are policy & legislative issues, industrial relation matters, market development, cost pressures and production issues including water, biosecurity and urban encroachment.

SAWIA, through the Executive Committee, has responsibility to develop and implement strategies to achieve the best outcomes for our members in response to these issues. An effective working relationship with our members and government is fundamental to delivering those outcomes.

Jeremy is the current President of SAWIA and a member of the Finance and Audit Subcommittee and was previously a member of the Executive Committee in 2013.



Treasury Wine Estates

Susan Rana

Corporate Affairs Manager – Global Supply Chain



I joined what is now Treasury Wine Estates (TWE) in 2006 and was promoted to my current role: Corporate Affairs Manager – Global Supply Chain, in 2012. I am responsible for managing TWE’s interface with regulatory and industry bodies, as they relate to the Company’s viticulture, wine production and transport/logistics footprint, for our wine sold into domestic and international markets.

Commencing with the sales team more than a decade ago, I moved into TWE’s wine production division, six years ago. Throughout my career with TWE, I have gained a thorough understanding of the many considerations that grape and wine producers have to take into account, to get wine onto a retail shelf and into the hands of consumers. As a proven stakeholder engagement manager, I interact with various audiences, including government, industry and media contacts on a broad range of initiatives, such as: asset acquisitions and divestments; crisis management; industrial relations; liquor licensing; wine taxation; regional development; alcohol advertising; and, container deposit schemes. Furthermore, I have a thorough understanding and practical experience in managing the disclosure requirements for ASX listed companies which complements the strategic, risk and governance processes, required for the SAWIA Executive Committee.

While my position at TWE provides many opportunities to build wine industry contacts, I was previously a committee member of the SA Wine Press Club Board from 2008-2011 prior to it merging into the Wine Communicators of Australia. I have also been a member of the SAWIA Project 250 Sub-committee since I joined the SAWIA Executive at the beginning of 2017.

The Australian wine industry is entering a very exciting period with the \$50M Export and Regional Wine Support Package aimed at showcasing our wine tourism offering and driving demand for Australia’s wine exports. While I am based in South Australia, I have access to extensive global market insights, which provides me with extensive networks, capability and experience to lead and represent SAWIA members, and provide a valuable contribution the South Australian wine industry.



Yalumba Family Vignerons

Nick Waterman

CEO & Managing Director



Nick Waterman holds a Bachelor of Commerce, a Postgraduate in Strategic Marketing and spent the first 18 years of his career in the IT industry working for companies such as NCR, AT&T, Optus and Gemplus. He held roles including Sales, Product Management, Strategic Planning and General Management. Nick is also a Graduate of the Australian Institute of Company Directors.

Nick commenced with Yalumba in June 2003 as General Manager of Negotiants Australia, followed by 4 years as Director of Strategy and Trading, Samuel Smith & Son, with responsibility for the Australian and NZ business including the distribution of more than 150 equity and agency brands. In September 2014 Nick assumed the role of Chief Operating Officer of Yalumba immersing himself in all aspects of the business in preparation for the CEO/MD position to which he was appointed in March 2015.

In the role of CEO/MD of Yalumba Nick is responsible for the Hill-Smith family's interests in the wine industry and has focused on some key outcomes as follows:

- Setting a revised corporate strategic plan and ensuring this has been implemented through a diverse range of stakeholders.
- As the only Executive Director on the Samuel Smith & Son Board is responsible to ensure Board support and alignment.
- Distribution into 52 countries and viticultural assets in numerous geographies.
- Champion an internal business transformation project.
- Drove strategy for international expansion with significant results in Japan and China.
- Successfully pursued a shift of product mix to premium wines.
- Restructured Sales and Distribution businesses.
- Oversaw new distribution partnerships in Japan and China.

Nick has a work and personal history of lobbying and driving positive change agendas. He is motivated by a desire to see a more cohesive and collegiate South Australian and Australian wine industry to underwrite success on the global stage.

Nick is married to Anna and they have four children, two dogs, a cat and a bird.

External Boards

- Appointed Vice President South Australian Wine Industry Association (SAWIA) October 2016.

Wine Australia appointment Wine Australia Export & Regional Wine Support Package – Marketing Advisory Group August 2017



Pernod Ricard Winemakers

Robert Taddeo

Operations Director Australia – Pernod Ricard Winemakers



Robert was born and raised in Adelaide.

He holds a Bachelor of Business, majoring in Accounting and is a Certified Practising Accountant.

Robert's finance career commenced with SA Water in 1993, where he was allocated to the Eyre Region, living in Port Lincoln. A three-year stint with the Adelaide City Council followed specialising in Management Accounting and reporting.

In 1998, Robert was keen to explore opportunities in the private sector and was successful in securing a cost accounting role with Mitsubishi Motors at Tonsley Park. It was only a short stay due to an exciting opportunity on offer in the wine industry.

Robert commenced working for Orlando Wines (now Pernod Ricard Winemakers) in 1998 as a Production Accountant. He has held various senior Finance roles in the organisation and eventually progressed to the operations side of the business managing various functions including Planning, Packaging Operations & Distribution. In September 2017, he was promoted to Operations Director for Australia based at Rowland Flat, overseeing operations from grape receipt to customer.

Robert's key competencies are in commercial operations, strategy development and influencing constructive workplace cultures.

Robert is a Better Balance Ambassador for Pernod Ricard Winemakers, an executive mentor for the National Association of Women in Operations (NAWO) and an executive member of the South Australian Wine Industry Association.



Adelaide Hills Wine Regions Representative

Tom Keelan

Director / Winemaker



Education

Bachelor of Agricultural Science Horticulture & Viticulture, University of Adelaide
University of Adelaide Professional Management Program – Richards Intake
Future Leader 2015

Experience

2002 – present The Pawn Wine Co, Director / Winemaker
2002 – 2015 Bremerton Wines, Langhorne Creek
2000 – 2002 Longview Vineyard, Manager, Adelaide Hills
1998 - 2000 Temple Bruer Wines - Manager, Langhorne Creek
President, Adelaide Hills Wine Region 2014 - 2016
Executive, South Australian Wine Industry Association, 2014 - present
River Murray Recovery Task Force 2011-2012
Chairman of Langhorne Creek Grapegrowers Committee, 2009 – 2013
Member, Wine Grape Council of South Australia, 2010 – 2013
Councillor, Wine Grape Council of Langhorne Creek, 2012 – 2013
Member, Premier's South Australian Wine Industry Council, 2011 – 2012

Areas of Interest

- increasing overseas & domestic recognition of all South Australian Wine Regions
- strengthening ties with Wine Australia
- promoting the diversity of the Adelaide Hills



Barossa Grape & Wine Assoc Representative

James March

Heathvale wines



James is the Chief Executive of Barossa Grape & Wine Association (BGWA), formerly heading up the organisation's marketing and communications since 2010. As Chief Executive, James interacts with many regional, state, national and international stakeholders, and oversees the management and strategic direction of the region's peak industry body.

Prior to joining the BGWA, James worked with Wine Australia for three years working across the communications and market development area and helped initiate and deliver the Landmark Australia Tutorials.

James grew up on a vineyard in Eden Valley and went to school in the Barossa. He completed a Bachelor of Arts degree at Adelaide University and then spent six years overseas, working vintages in Germany and Portugal.

He also worked in London in the wholesale, retail and wine management areas.

He returned to Australia and completed a book project, being the author of 'The Winemakers' Essential Phrasebook, a multi-lingual guide to working vintages around the world.

James is involved with his family grape and wine business, Heathvale Wines, located in Eden Valley.



Coonawarra Grape & Wine representative

Kirsty Balnaves

Business Manager – Balnaves of Coonawarra



Kirsty Balnaves is the Business Manager of the Balnaves Family businesses, and entered the wine industry in 1988 after finishing University studying Business Management with a major in Marketing. In 1988 along with her parents Annette and Doug, and brother, Pete, established Balnaves Vineyard Services developing vineyards and as a company have developed over 1000Ha and now manage 400 Ha in 3 different regions in the Limestone Coast. In 1990's the family developed a wine label along with building a winery and Cellar Door in Coonawarra. The business is now involved with the following aspects of the wine industry

- vineyard management,
- contract processing,
- bulk wine sales,
- grape sales and
- Balnaves of Coonawarra label which as both domestic and international distribution.

Kirsty has been a member of the Coonawarra Vignerons Association for 25 years and active on various committees including Vice President for a number of years and is currently on the Marketing, and Grants and Strategic management committees. She is currently an Executive Member of the SAWIA Board and on the Project 250 committee since 2013. Kirsty has also been a past member of the Lower South East Water Resources Committee.

Kirsty hopes to represent small to medium family business perspective along with strong representation of smaller regions to the Board.

Outside the wine industry the family are also involved with cattle, sheep and cropping.



Langhorne Creek Grape & Wine representative

Nicole Clark

Proprietor & Director - Kimbolton Wines



Nicole is a proud mother of three who lives and breathes the wine industry with a passion typical of a multi-generational farming family from a small rural community. This unassuming background belies the strength of commitment and depth of knowledge gained through a sound financial background and hard-earned experience.

As a proprietor and Director of the family business, Nicole's strengths lie in financial management, operational logistics and Work Health and Safety.

As a branch of one the founding families of the Langhorne Creek wine region, Nicole, with her brother Bradley, now manages 57 hectares of vineyards, family owned since 1947, as well as the successful Kimbolton wine brand. The oldest vines in her care are now over 50 years young and still going strong, the youngest merely reaching the trellis wire and demonstrating the company's ongoing commitment to innovation and development as they forge ahead introducing grape varieties such as Montepulciano and Carignan the region.

With a life before grapes and wine in the banking sector, Nicole is well placed in her position as the Financial Manager of Kimbolton Wines and their complimentary business Brad Case Contracting; providing contract harvest, transport, pruning, leaf plucking and vine stripping services to the industry both locally, intra- and inter-state. Within the business enterprises Nicole manages the staff, up to 30 strong, and oversees logistics and workplace wellbeing.

Nicole is a great advocate for the wine region she has her roots in and has been an active member of the Langhorne Creek Winemaker Committee for over a decade, and was instrumental in the formalising of the Langhorne Creek Wine Show, having been on the committee for 3 years now. This year Nicole joins the Executive Committee of Management of Langhorne Creek Grape and Wine Inc.

The diversity of the family business and local industry experience has provided Nicole with exposure to the many challenges encountered across most of the wine industry supply chain. Coupled with the recent experience of successfully negotiating a sound family and business succession plan with Bradley and their parents, Nicole is well placed and eager to contribute through her role with SAWIA.



McLaren Vale Grape Wine & Tourism representative

Anna Fisher

Director - The General Wine Bar & Kitchen



Bringing to the table her passion for the wine industry, Anna's qualifications for the role include:

1. Certified Member of CPA Australia
2. Graduate of the Australian Institute of Company Directors
3. Related Board Experience – Winery Member elect on the McLaren Vale Grape Wine and Tourism Association – 2016 to current and 2009-11 (including Vice Chair and member of the Finance and Governance Committee)
4. Business/Industry Experience – 11 years industry experience including owner/operator Zonte's Footstep, General Manager of McLaren Vintners and Group General Manager of Galvanized Wine Group.
5. Leadership – sponsored by Primary Industries Resources South Australia [PIRSA] as a Woman in AgriBusiness to participate in Governor's Leadership Foundation 2016, and Stepping Into Leadership Program 2015.

Her professional experience with SME Wine Brands, Processing Facilities, Vineyards, Cellar Door, Restaurant and Wine Business Services provides Anna with the skills and knowledge to be a significant benefit to the SAWIA Board.

1. Strategic Management – a change agent specialising in operational improvement Anna has overseen ownership buyouts, change of shareholdings, growth of brands by over 57% in one year, growth of processing facility by 90% over 6 years;
2. Finance – a CPA, a favourite achievement was implementation of Activity Based Costing models resulting in improvement of Gross Margins for business;
3. Business/Quality Management and Administration – implementation of ERP across six different wine business and accreditation of businesses for NATA, HACCP and Organic registrations;
4. Human Resource Management – Anna has managed up to 100 staff across 2 sites. Focusing on cultural engagement and safety we managed to decrease staff turnover from 150% to 10% over 5 years. In addition, Anna has overseen the transition from State to Federal based award systems and successfully engaged staff through this process.

Anna's experience gives her a key insight into industrial relations, work health safety and quality management, profitability and sales & marketing focused on the regional SME producers and their businesses.



Riverland Wine Industry Development Council representative

Ivanka Moulardellis

Commercial Trading Manager – Kingston Estate Wines



Born and bred in the Riverland, Ivanka is a strong advocate for the Riverland wine industry which is Australia's largest wine producing region representing over 20,000 hectares of vines and 470,000 total crushed tonnes.

With more than 20 years of experience in the wine industry, Ivanka is currently the Commercial Trading Manager and a Board Member of Kingston Estate Wines which is Australia's second largest family owned wine company by volume, holding more than 5,000 acres of vineyards across the Riverland, Coonawarra and Limestone Coast regions. Kingston also sources grapes from more than 200 grower families and employs over 250 staff throughout the year.

In her current role, Ivanka works closely with large global retailers across Europe, UK, North America and Asia and has a firsthand understanding of global supply dynamics and the importance of brand image and highly attuned marketing strategies to the Australian wine industry. Ivanka has also previously held the role of Human Resources Manager and brings experience in industrial relations and OHS&W.

Ivanka has proudly served on the SAWIA Executive Committee since 2011 and also serves on the Riverland Wine Committee and the Riverland Wine Marketing and Public Relations Delivery Group. In 2016, Ivanka was SAWIA's representative on the Export and Regional Wine Support Package Reference Group charged with developing a business plan to best utilise and leverage the Australian Government's \$50 million dollar support package to increase wine exports and grow domestic wine-related tourism.

Ivanka is a strong advocate for developing the profile of the Australia wine industry and the Riverland region in an effort to increase the value offering of Australian wine exports to ensure the long term sustainability and health of the Riverland region.

