



**SOUTH AUSTRALIAN WINE INDUSTRY
ASSOCIATION INCORPORATED**

Newsletter - 3 August 2018 - South Australian Wine Industry Association



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Message from the Chief Executive



Grant funding for the **South Australian International Wine Tourism project** has now been finalised, with \$1M from Wine Australia through the State Grants program of the Federal Government's \$50M ERWSP package and \$1M from the South Australian Government through the Department of Primary Industries and Regions SA. SAWIA is working closely with the SA Tourism Commission to deliver the two-year \$2 million project, which gets underway this month and will deliver the driving demand component of the recently released **South Australian International Wine Tourism Strategy** and the **South Australian Regional Visitor Strategy**.

SAWIA recently met with the Liquor and Gambling Commissioner to discuss various matters arising from the changes to the **Liquor Licencing (Liquor Review) Amendment Act 2017**. Refer to the article in the **Industry & Government** section for details.

I also had the chance to meet with **Opposition shadow** Zoe Bettison (Trade, Tourism and Investment) and discussed various interests in the wine industry. It is important for our elected representatives to have accurate information to ensure informed representation.

Thirteen South Australian restaurants were named in the **top 100 Australian restaurants** in the Financial Review's Top 100 Restaurants Awards. It was great to see that three of SAWIA's members made the **list** including Hentley Farm, Magill Estate Restaurant and Fino at Seppeltsfield.

I would like to thank everyone who participated in the **2018 Wine Industry Snapshot**, and congratulations go to Simon Tolley who was the lucky winner of the \$500 SA Shorts Holiday voucher. There was a big increase in participation from last year, with SAWIA and Bentleys looking forward to sharing the results in the near future.

Ahead of planned regional visits, SAWIA had the opportunity to meet three international visitors from the **Great Wine Capital Network** – Napa, Bordeaux and Porto, with information about each of their unique offerings providing valuable information for the South Australian wine industry.

I attended PIRSA's **Stepping into Leadership** graduation recently and it was inspiring to hear some of the journeys of these participants. Rural and agricultural candidates interested in leadership should consider this program.

SAWIA's recent pop-up wine events included Solstice at the old RAH and Reserved at the SA Museum, providing an opportunity for wineries to have good interactions with highly engaged attendees. Refer to the **Feature Article** below.

Thank you to all of those who participated in SAWIA's **annual member appraisal**. Overall, members scored SAWIA an 8.2 out of 10 for value of services provided. There was valuable feedback that will help to guide our pathway forward. The \$150 voucher for a SAWIA seminar or wine course was won by Stephen Cook of Eisenstone Wines.

Brian

FEATURE ARTICLES

New supply chain laws commence 1 October

If you rely on road transport to collect and distribute your picked grapes and/or bottled wine, then you need to know your new responsibilities under the Chain of Responsibility laws.

SAWIA has presented a series of well attended regional seminars that were specifically designed for those with responsibility for and dependence on the wine industry supply chain (grape growers, winemakers, transport and logistics providers and wineries). If your business would like an on-site briefing for employees and contractors, this can be arranged at reasonably short notice.

SAWIA members are encouraged to update policies and procedures for the new transport activity requirements. To help with this process, SAWIA will be updating the *WHS Guidelines for the Wine Industry in South Australia*, with a new section covering the supply chain management legislation and requirements. Further details will be available in the near future.

For more information or to book your own briefing, contact Zvonko Levak on 8222 9273 or zvonko@winesa.asn.au.

Solstice and “Reserved” – Two pop-ups with a difference



SAWIA's *Solstice* pop-up wine event was held at the old Royal Adelaide Hospital site on 25 June, with 15 wineries, 5 food producers and about 350 wine enthusiasts exploring new and old wine favourites. While the weather outside was a bit damp and windy, it was warm and friendly inside with lots of engaging conversations about wine.



This was followed by the wine *Reserved* event at the SA Museum on 13 July which provided an opportunity for 10 wineries to provide something older and something new in tastings for wine. The interaction with the mammal exhibition provided a unique way to taste and explore the world of wine.

What stands out about these pop-ups is the high level of engagement with wine enthusiasts, a real opportunity for wineries to interact on a face-to-face basis with potential new customers.

Watch for future pop-up opportunities in which your business can participate. For more information, contact Claire Wald on 8222 9271 or claire@winesa.asn.au.

These two initiatives have been made possible through support and funding provided by the South Australian Government through Primary Industries and Regions SA.

Wine Industry Salary Survey Report – Now available



SAWIA's *19th annual Wine Industry Salary Survey Report* is now available, providing direct, unbiased, up-to-date remuneration information for non-award salaries and wages positions. This valuable document allows your wine business to know 'where you sit' in the market place, while using this information to attract and retain the right talent.

SAWIA has collected this data from wineries and vineyards right across Australia, with the report showing overall results as well as those on a state-by-state basis. The report also includes a small business component, helping smaller employers to better understand remuneration in that sector of the industry.

To order or obtain more information, click [here](#) or contact Sarah Hills on 8222 9212 or sarah@winesa.asn.au.

Catching the Export Wave – Finlaysons Wine Roadshow 26

The 26th edition of the *Finlaysons Wine Roadshow* recognises that Australian wine exports are booming again and offers important advice to help attendees successfully “catch the export wave” – and avoid being dumped.



Finlaysons, SAWIA's Wine Industry Partner, has gathered together a group of experts (including representatives of Wine Australia and the Winemakers Federation of Australia) to answer questions such as:

- Do you know which markets present the greatest opportunities? What are the tips and traps?
- What grant moneys are available? How do you access them?
- What export approvals are required? What is the process to obtain them?
- What should be in your contract with your importer/distributor? How do you present it to them without upsetting the relationship?
- What do you do if you have a dispute with your importer? Can you resolve it, but still maintain the relationship? Alternatively, how do you exit, whilst still getting paid and preserving your stock?

South Australian sessions include Coonawarra (3 Aug), Barossa (7 Aug), McLaren Vale (8 Aug) and Riverland (7 Sept).

To register or obtain more information, click [here](#) or contact Sara Bradshaw on 8235 7771 or sara.bradshaw@finlaysons.com.au. Note that members of SAWIA are entitled to a discount on registration.

*Please note that the content of the Finlaysons Wine Roadshow and the upcoming Wine Australia **Exporter Update** is quite different. Members are encouraged to attend both sessions.*

Hostplus Superannuation Best in Show



Hostplus, SAWIA's Wine Industry Partner and industry superannuation fund for hospitality, tourism, recreation and sport, recently announced a leading interim return of 12.5% for its MySuper (Balanced) fund members, after investment fees and tax, for the 2017-18 financial year.

This return blitzed the median 9.2% return of SuperRatings' top 50 funds, placing Hostplus as the number one performing MySuper (Balanced) fund in Australia over one, three, five, seven and 15 years (to 30 June 2018).

The average Hostplus member with a \$50,000 starting salary and a \$50,000 starting balance would have been better off by \$66,337 if they had switched from the average retail super fund

On behalf of SAWIA's members, and all of the happy Hostplus superannuation fund holders, SAWIA congratulates Hostplus on this extraordinarily strong and consistent performance over many years.

If you have any superannuation questions, Hostplus has superannuation experts based full time in South Australia. Hostplus can give you and your staff personalised or group information and advice. To arrange a meeting, contact Scott Vaughan on 0410 621 364 or svaughan@hostplus.com.au.

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INDUSTRY & GOVERNMENT

Implementation of Liquor Licensing reforms update

Following a comprehensive review of South Australia's liquor licensing laws, the *Liquor Licensing (Liquor Review) Amendment Bill 2017* was passed on 14 November 2017. A handful of changes commenced on 18 December 2017, including the removal of the entertainment consent requirement, designated dining areas, sample areas and reception areas.

However, most of the key changes, including going from 12 existing to 8 new licence categories, new application process, and specific provisions on online sales and delivery of alcohol are expected to commence at the end of 2018. New licence fees are expected to apply from 1 July 2019.

SAWIA continues to advocate for the interests of the wine industry during the implementation of the liquor licensing reforms, including regular discussions with the new South Australian Government on issues such as:

- 12 licences to 8 – how wine industry licence types will transfer and how terms and conditions will continue to apply
- Quantum of annual licence fees
- Mutual recognition of Responsible Service of Alcohol when SA wineries serve product interstate (and a possible new requirement for face to face training)
- Minimum pricing of alcohol and advertising bans (the previous State Government provided in-principle support for this).

Most recently, SAWIA provided a detailed submission to the State Government on Draft Regulations dealing with a number of issues, including the process for identification and age verification for online sales and delivery of liquor.

To assist wineries in the transition to the new liquor licensing system, SAWIA will be running briefings across South Australian wine regions in late 2018.

For more information, SAWIA members can contact Henrik Wallgren on 8222 9270 or henrik@winesa.asn.au.

Apply now for Regional Growth Fund

\$5 million in grant funding is available for regional development initiatives in South Australia from \$50,000 up to \$2 million on a matched dollar for dollar basis.

The funding is available to unlock new economic opportunities, build and strengthen communities and support more regional jobs. The aim is to support new activity that would not occur otherwise and assist regions to grow, become more vibrant and provide rewarding job opportunities.

Local government bodies and incorporated associations are encouraged to apply. Business clusters, defined by a lead business that applies and accepts responsibility for contractual obligations on behalf of a group of businesses, are also encouraged to apply.

Applications close 31 August 2018 with more information available [here](#).

ACCC invites wine grape growers to share their views about industry

The ACCC is inviting wine grape growers across Australia to provide feedback about competition issues in the industry through an online survey. The survey poses a range of questions that will allow grape growers to share their experiences, which will help the ACCC learn about how various industry players do business and if there are any issues that could warrant ACCC attention.

SAWIA forwarded a copy of the survey to members, which is open until 10 August for grape growers to have a say. The survey is also available from the ACCC [website](#).

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EMPLOYEE RELATIONS / WORK HEALTH & SAFETY

Labour Hire Licensing Laws – Enforcement postponed

The South Australian government has postponed enforcement of the *South Australian Labour Hire Licensing Act 2017*. This Act commenced operation on 1 March 2018, requiring providers of “labour hire services” to be licensed, with the requirement to hold a licence effective from 1 September 2018.

Following the 2018 State election the new Liberal State Government received a number of submissions, including a comprehensive submission from SAWIA that seeks, amongst other things, for the Act to be repealed.

To ensure that there is sufficient time to consider and properly address the issues raised by the stakeholders, **the South Australian Government recently decided to postpone enforcement of the legislation until 1 February 2019.**

SAWIA will continue to ensure members are informed as this matter progresses. In the interim, for more information SAWIA members can access a Notice to Members from the Employee Relations page of SAWIA's [website](#) or contact Henrik Wallgren on 8222 9270 or henrik@winesa.asn.au.

Changes to awards: Family friendly work arrangements and domestic violence leave

All Modern Awards are being varied **effective 1 August 2018** to contain two new standard provisions – family friendly work arrangements and domestic and family violence leave. The claims were granted by the Fair Work Commission following long-running cases initiated by the Australian Council of Trade Unions.

SAWIA will be issuing a Notice to Members and updated copies of relevant Modern Awards once the Fair Work Commission has finalised the clauses and varied the Modern Awards.

For further information SAWIA members are welcome to contact Henrik Wallgren on 8222 9270 or henrik@winesa.asn.au.

Wine Industry Language Survey – Participate now

Begin Survey

A challenge faced by businesses is reaching out to workers, including labour hire workers and contractors, whose first language isn't English to explain relevant health and safety concepts that are relevant to the grape and wine industry.

SAWIA is conducting a short survey (which takes less than 5 minutes) to:

- Identify language groups of contractor/labour hire worker engaged in the grape and wine industry
- Explore if language appropriate health and safety resources can be developed for prominent ethnic groups that serve the industry
- Assist wine industry employers manage their work health and safety risks and improve the industry's health and safety performance.

For any questions or assistance with this survey, contact Zvonko Levak on 8222 9273 or Zvonko@winesa.asn.au.

Annual Wage Review decision

On 1 June the Fair Work commission announced its decision to increase the national minimum wage by 3.5%. This increase flows to all modern Awards and was effective from the first full pay period on or after 1 July 2018.

SAWIA has published and circulated wage sheets for the *Wine Industry Award 2010* and other relevant awards that members rely upon. The sheets are also available from SAWIA's [website](#).

SAWIA members with any questions are welcome to contact Henrik Wallgren on 8222 9270 or henrik@winesa.asn.au.

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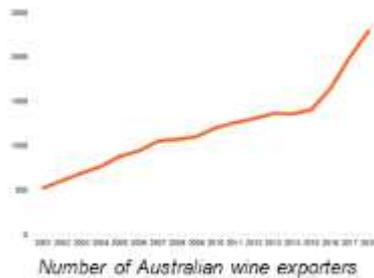
SALES MARKETING & PROMOTION

Strong export growth continues



Wine Australia's Export Report (30 June 2018) shows 20% growth in the value of Australian wine exports to \$2.76 billion, with the average value of wine growing by 9% to \$3.24 per litre (its highest value since 2009).

Nearly all regions that Australia exports wine to increased in value over the past 12 months, with Northeast Asia having the stand out performance, growing by 51% to \$1.2 billion. Other regions that experienced encouraging growth included Europe (7%), Southeast Asia (3%), Oceania (15%) and the Middle East (39%). North America was the only region to decline in value, down 4% due to a decrease in exports to the USA.



The growth in exports was driven by a 15 per cent increase in active exporters compared to the previous 12 months, with 2,298 exporters shipping 23,761 unique products.

Of these exporters, 1,616 either started exporting or grew the value of their exports, contributing \$653 million to the growth in overall export value.

SA Tourism Update



Adelaide Airport is expanding its main terminal to significantly upgrade international arrivals and departures, while creating more retail and dining options for both domestic and international travellers. The Terminal Expansion Project will begin in 2018 and will be complete by 2021. For more information click [here](#).

In more good news **China Southern Airlines will increase flights** between Guangzhou and Adelaide throughout peak season, operating between five and seven flights per week. From 25 February 2019 onwards, China Southern Airlines will maintain five flights per week on an ongoing basis.

The latest **National Visitor Survey** shows that domestic visitors are flocking to South Australia

Latest Regional Tourism Profiles are available [here](#).

Upcoming events / Award nominations (click on images)



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SUSTAINABILITY

SAWIA concerned National Energy Guarantee will not deliver

SAWIA has continued to strongly represent the South Australian wine industry by making a detailed submission regarding the latest proposal on the detailed design of the National Energy Guarantee. As reported in The Advertiser, SAWIA has expressed significant concerns that the National Energy Guarantee may not deliver outcomes consistent with the long-term interests of energy consumers.

The aspects of most concern to SAWIA are:

- The complexity of the proposed mechanisms may result in perverse outcomes such as:
 - additional compliance costs throughout the energy supply chain that would inevitably be borne by electricity users
 - possible lack of transparency around how retailers and generators will meet their emissions requirements
- The possibility of decreased market competition with further concentration of market power.

Members can view the submission [here](#) or can obtain more information by contacting Mark Gishen on 8222 9278 or mark@winesa.asn.au.

Draft River Murray Plan released for comment

Submissions are now invited on the updated draft Water Allocation Plan for the River Murray Prescribed Watercourse. The draft Plan and supplementary material are available [here](#).

SAWIA will be considering making a submission on the amendments and feedback from members is welcome. Please contact Mark Gishen on 8222 9278 or mark@winesa.asn.au by 4 September 2018.

Trade waste assessment grants – Apply now

EPA-licensed wineries (SA wineries handling more than 500 tonnes of grapes a year), and wineries with an SA Water volume and load based trade waste discharge authorisation are eligible to apply for up to \$10,000 in matched (1:1) grant funding for a resource productivity assessment. **The current funding round will be your last chance to apply.**

The assessment will help to identify and evaluate opportunities for reducing wastewater (trade waste) volume and load (contaminants), taking into consideration how this might affect other aspects of the winery such as process and material efficiency, energy and water consumption and efficiency, and solid waste management. To be eligible for funding, the assessment must be completed by one of the five consultancies included on the [Preferred Supplier List](#).

Wineries that have completed a resource productivity assessment and have a SA Water volume and load based trade waste discharge authorisation are also eligible to apply for a trade waste implementation grant valued at up to \$300,000.

For more information click [here](#), or contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.

Energy Efficiency Expo & Seminar



The *Energy Efficiency Expo and Seminar* is being held at the Adelaide Convention Centre on 22 August, providing the latest information on how to achieve energy savings and offering the chance to speak with industry experts.

For more information, click [here](#).

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Single Touch Payroll alert



Bentleys, SAWIA's Wine Industry Partner, reminds SAWIA members to make sure your business is ready for single touch payroll. Employers are required to report payments, such a salary and wages, PAYG withholding and superannuation information, directly to the Tax Office from their payroll software at the time they pay their employees.

Single Touch Payroll does not change the underlying processing or taxing of payroll, but it does change what you need to report on and how often you need to report your payroll activities to the Tax Office.

For employers with 20 or more employees, Single Touch Payroll reporting started on 1 July 2018, while for those with 19 employees or less it commences from 1 July 2019.

Single Touch Payroll does not impact the structure of any employee remuneration payments, or your pay cycle. It is a reporting mechanism only for your current payroll.

For more information, click [here](#) or contact Tim Siebert of Bentleys SA on 0417 802 654 or tsiebert@adel.bentleys.com.au.

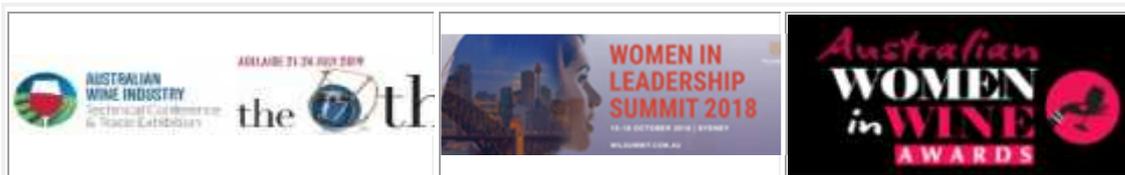
Digital Economy: Small Winemakers and Grapegrowers Conference

The Business Research Adelaide Network (Flinders University) is presenting a half-day seminar (17 September 2018) in McLaren Vale on the *Digital Economy for small winemakers and grapegrowers*.

The conference will focus on the challenges and opportunities opened up by new digital technologies. The outcomes from the seminar will assist research later in the year on the usage of information communications technology by small wine makers and grape growers.

For more information, contact Associate Professor Paul Kenny on paul.kenny@flinders.edu.au.

Other events and awards (click on images)



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Dates for your diary

2018

- 3 August, **Finlaysons 26th Wine Roadshow**, Coonawarra
- 7 August, **Finlaysons 26th Wine Roadshow**, Barossa
- 8 August, **Finlaysons 26th Wine Roadshow**, McLaren Vale
- 14 Aug, **Crowdfunding Webinar**
- 22 Aug, **Energy Efficiency Expo & Seminar**, Adelaide
- 23 August, Exporter Update, Adelaide
- 5-8 Sept, **Food & Hotel Thailand**, Bangkok
- 5-7 Sept, **Food & Hotel India**, Mumbai
- 7 September, **Finlaysons 26th Wine Roadshow**, Riverland
- 14-16 Sept, International Wine Law Association Conference (Australasian), Barossa
- 17 Sept, Digital Economy: Small Winemakers and Grapegrowers Conference, McLaren Vale
- 15-18 Oct, **Women in Leadership 2018**, Sydney
- 17 Oct, **Wine Complex International**, Tokyo
- 18 October, **Wine Industry Impact Conference & Awards**, Adelaide
- 13-15 November, **ProWine China**, Shanghai
- 3-9 November, **Great Wine Capitals Annual General Meeting**, Adelaide
- 24 November, **Agriculture and Wine Investment Forum**, Adelaide

2019

- 21-24 July, **Australian wine Industry Technical Conference & Trade Exhibition**, Adelaide
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