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Message from the Chief Executive

There was fantastic attendance for SAWIA’s AGM and Annual Lunch held last Friday. The event was full of activities, including an interesting panel session with Brian Walsh, Kate Laurie and Stuart McNab with questions by Leigh McClusky, and two awards ceremonies. The door prize provided by Industry Partner MGA Insurance Brokers Pty Ltd (accommodation and a round of golf for two) was won by Will Taylor from Will Taylor Wines. I would like to thank our members for their generous support in providing enticing wines to explore.

The new Executive Committee for 2019–20 includes a new leadership team with Nick Waterman (Yalumba Family Winemakers) as President and Chair and Kirsty Balnaves (Balnaves of Coonawarra and Coonawarra Grape and Wine Inc) as Vice President.

I wish to thank Jeremy Blanks of Tarac Technologies for his wise counsel and dedication to the role throughout his three-year term as SAWIA President. I look forward to continuing to work with him given his election to SAWIA’s Executive Committee.

Our congratulations to the winners of the Australian Women in Wine Awards. SAWIA is pleased to be a wine industry leader, with women appointed to six of 13 positions on the Executive Committee. Refer to the Feature Article below for more information about the Board, the AGM and Annual Lunch.

I hope to see many members attending the State Government’s Growth State regional road show. With wine, food and agribusiness all showing growth potential, make sure you get involved by attending a session or providing a submission. I was pleased to attend the Clare Valley workshop and hear their regional issues. Refer to the Industry & Government section below for details.

The ACCC has released its final report following the wine grape market study, and it is important for everyone in the industry to understand the implications. Refer to the Feature Article below for details.

Other key legislative changes where SAWIA is advocating for members and/or helping with implementation include liquor licensing, labour hire licensing, GM crops and farm trespass laws.

SAWIA’s Cellar Door Experience at the 2019 Royal Adelaide Show was a great success, as was the International Students Wine Tasting. If you are seeking another wine promotion opportunity, take a look at the MOD event to be held on 18 October in the Sales Marketing & Promotion section below.

I recently attended a session Why Africa! and another session on the Middle East and North Africa which are two global regions to monitor for wine sales opportunities into the future. There are significant challenges, but also expanding business opportunities.

Through UniSA and the Australian Centre for Business Growth, 16 participants representing 13 SAWIA member wine companies had the opportunity to learn about the Five Ways to Accelerate Business Growth. It was a great opportunity for each business to reflect on the current state of their business and where it could be heading in the future, while discovering proven methods to grow.

[Signature]
FEATURE ARTICLES

Record representation of women on Executive Committee

SAWIA has achieved the greatest representation of females on its Executive Committee in history, with women appointed to six of the 13 positions for 2019/20. This follows a conscious effort over successive years to encourage greater diversity for the benefit of the South Australia wine industry.

Pictured are Nicole Clark, James March, Jeremy Banks (outgoing president), Robert Taddeo, Tom Keelan, Anna Fisher, Paul Zerella, Nick Waterman (incoming president), Jason Duldig, Sue Rana. Absent are Kirsty Balnaves, Olivia Hoffman-Barry and Ivanka Moularadellis.

The new Executive appointed and elected at SAWIA’s Annual General Meeting (AGM) on 20 September 2019 are:

- **Kirsty Balnaves**, Balnaves of Coonawarra, Coonawarra Grape and Wine Inc (Vice President)
- **Olivia Hoffman-Barry**, Jim Barry Wines Pty Ltd, Clare Valley Wine and Grape Association Inc
- **Jeremy Blanks**, Tarac Technologies Pty Ltd
- **Nicole Clark**, Kimbolton Vineyards Pty Ltd, Langhorne Creek Grape and Wine Inc
- **Jason Duldig**, Accolade Wines
- **Anna Fisher**, Zonte’s Footstep, McLaren Vale Grape and Wine and Tourism Association Inc
- **Tom Keelan**, The Pawn Wine Co, Adelaide Hills Wine Region Inc
- **James March**, Heathvale Wines, Barossa Grape & Wine Association Inc
- **Ivanka Moularadellis**, Kingston Estate Wines, Riverland Wine Industry Development Council
- **Sue Rana**, Treasury Wine Estates
- **Robert Taddeo**, Pernod Ricard Winemakers
- **Nick Waterman**, Yalumba Family Winemakers (President)
- **Paul Zerella**, Project Wine Pty Ltd.

The AGM included a report on activity for the past financial year, which included a strong financial result in line with SAWIA’s intent to continually reinvest in providing valued services to its members. A very well-attended lunch followed the AGM, with various awards presented as set out in the articles below.
Environmental Excellence Award winners named

Pictured are Jeremy Blanks (Tarac Technologies), Meg Oster (Green Industries SA), Kate and Hamish Laurie (Deviation Road), Tim Whetstone MP, Robert Taddeo (Pernod Ricard), Mandy Gerhardy (TWE), Scott Ashby (PIRSA) and Robin Nettlebeck (Yalumba).

**Yalumba Family Winemakers, Deviation Road, Pernod Ricard Winemakers and Treasury Wine Estates** were the winners of the 2019 Environmental Excellence Awards for ‘Leadership’ presented at SAWIA’s AGM on 20 September. The awards recognise and celebrate the achievements and innovations of South Australian wine companies in good environmental practice, providing leadership and inspiration for others to benefit from improved environmental management.

In the viticulture category, sponsored by Primary Industries and Regions SA, the winner was Yalumba Family Winemakers for its work on projects including the establishment of innovative mid-row saltbush plantings, mulching vineyards to achieve a 25% reduction in water use, and native mallee scrub revegetation.

In the small-medium winery category, sponsored by Green Industries SA, the winner was Deviation Road for its environmental initiatives that have delivered achievements in energy and water use reductions of up to 90%, elimination of winery tank cleaning chemicals, and integration of sustainable building design and eco-tourism.

In the large winery category, sponsored by Tarac Technologies, dual winners were announced in two sub-categories.

For climate change mitigation, Pernod Ricard Winemakers was awarded for its environmental stewardship program including 100% renewable sources of supply for electricity this year, and a community-facing program on circular making, also known as repurposing.

For climate change adaptation, Treasury Wine Estates was awarded for their plan and actions in response to climate change that include investment in collaborative research and implementation of strategies in response to extreme events, water scarcity and vintage compression, as well as halving energy and water use intensity, and achieving solid waste-to-recycling rates in excess of 96%.

For more information, contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.
Best of Wine Tourism Awards

The winners of the Great Wine Capitals Best of Wine Tourism Awards were also announced at the SAWIA Annual Lunch. The awards celebrate innovation and excellence in wine tourism. The winners are:

- **Accommodation** – *Lanzerac Country Estate*, Barossa
- **Architecture and Landscape** – *Kimbolton Wines*, Langhorne Creek
- **Arts and Culture** – *Bird in Hand*, Adelaide Hills
- **Innovative Wine Tourism Experience** – *d’Arenberg*, McLaren Vale
- **Wine Tourism Restaurants** – *Maxwell Wines*, McLaren Vale
- **Sustainable Wine Tourism Practices** – *Gemtree Wines*, McLaren Vale
- **Wine Tourism Services** – *Yalumba Family Winemakers*, Barossa.

The winners will now compete in their respective categories against nine other Great Wine Capitals in November, at the international awards as part of the Great Wine Capitals Annual General Meeting in Bordeaux, France.

ACCC releases wine grape market study final report

The *final report of the ACCC’s wine grape market study* was released on 24 September. While we are still reviewing the details, it is clear that the recommendations – if implemented – will have serious ramifications for the industry.

An important Notice to Members has been emailed to members setting out the key recommendations and actions for wine businesses. For non-SAWIA members, it is important to read the detail of the Report to understand the implications for your business.

ACCC recommendations include:

- All winemakers phase out long-term payment periods in their standard form contracts with growers, and that large winemakers should make payment within 30 days of final grape delivery. However, the report notes payment terms consistent with the *SA Wine Grapes Industry Act 1991* are expressly permitted by law (although the ACCC is encouraging a review of that Act)
- All winemakers should review standard form contracts with growers to ensure they do not include terms likely to be unfair according to the legal standard
- All winemakers should sign the voluntary Australian Wine Industry Code of Conduct, and parts of this code be strengthened, including its process for dispute resolution noting that Australian Grape and Wine are undertaking a review of the Code and the ACCC will consider recommending a mandatory code if little progress is made
- National uniform standards for testing and measuring grape sugar levels and colour should be developed to address concerns that current quality assessments lack transparency and can be manipulated
- Warm climate grower representative organisations should publicly report market trends analysis, with support from Wine Australia
- Wine Australia should publish winemakers’ grape purchase actual price ranges for each variety in the warm climate regions.

According to the report, the ACCC will review the industry’s progress in adopting these recommendations in 12 to 18 months.

For more information, SAWIA members can contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.
More changes to liquor licensing laws in November

New liquor licensing categories, a new short-term liquor licence and penalties of up to $10,000 for failing to undertake a risk assessment and develop a management plan are just some of the important changes to South Australia’s liquor licensing laws that take effect in November this year.

To support producers in managing this change and complying with new obligations, SAWIA will be offering regional briefings in October and November 2019. More information on these briefings will be provided shortly.

SAWIA members can access notices and guides on the changes implemented to date here.

For further information and assistance regarding liquor licensing, SAWIA members can contact Business Services Manager Henrik Wallgren on 8222 9270 or henrik@winesa.asn.au.

Free Energy Demand Management Information Session

Looking for ideas on how to reduce your energy costs? Want to learn about demand management and how it can help you save?

Be the first to learn how wineries are using energy demand management to reduce costs at a free information session in Adelaide on Tuesday 15 October.

A range of new resources will be launched including the Guide to Energy Demand Management and case studies with examples of energy demand management in practice. This is your chance to learn about the tools and resources that can help with energy demand management in the wine industry.

This session will help you to prepare your own business case to get started and begin saving energy and money.

Click here to register or obtain more information, or contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.

SAWIA is working in partnership with Green Industries SA to help wineries better manage their energy demand and reduce costs through a program that aims to improve energy efficiency demand management. The new Guide was developed in conjunction with resource efficiency expert consultants 2XE.

INDUSTRY & GOVERNMENT

Sign up for new growth program

A new Wine Business Growth program is being rolled out by SAWIA and the State Government, following on from the successful Agribusiness Growth program. The new $150,000 Wine Business Growth program has broader eligibility criteria than past programs, and focuses on small to medium winemaking businesses with turnover between $300,000 and $3 million.

The program will be delivered by SAWIA, and is focused on improving profitability and growth for wine businesses. It is based on a successful model which provides tailored support to boost the business, in areas such as digital capability, market research, reducing costs and export plans.

The program aims to accelerate business growth, through expert business evaluation and coaching services for new activities that will have a direct impact on your growth.
A comprehensive evaluation of your current business position and growth plans will be conducted, giving recommendations for improvement. One-on-one business coaching is then offered in areas of improvement needed for growth as a direct response to the business evaluation.

Full details are available here. For more information, SAWIA members can contact Mark Gishen on 8222 9278 or mark@winesa.asn.au.

**PIRSA**

This program is proudly supported by the Government of South Australia.

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**Growth State plan needs your input**

The South Australian Government is seeking your input on how it can help to grow South Australia’s food, wine and agribusiness sectors.

A discussion paper **Growth State: Our Plan for Prosperity** has been released.

There are a number of ways you can provide input, with a series of regional workshops planned around South Australia. **Click here for more information or to register your attendance.**

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**EMPLOYEE RELATIONS / WORK HEALTH & SAFETY**

**SAWIA seeks changes to labour hire laws**

Practical amendments to labour hire licensing laws are being sought by SAWIA through consultation with the State Government and Consumer and Business Services.

As members should already be aware, under recent changes to legislation if you provide labour hire services without being licensed, or you engage an unlicensed labour hire provider, significant penalties may apply.

The State Government introduced legislation on 26 September 2019 seeking to amend the labour hire licensing laws. SAWIA will continue to monitor this and advocate for practical, sensible changes to these laws.

SAWIA’s recent labour hire licensing briefings have been well attended and received. Two of the key takeaways are:

- Not all contractors are labour hire service providers
- It’s important to formalise arrangements with contractors through an agreement.

SAWIA’s consultancy service has been helping many businesses develop practical agreements that detail the key obligations and rights of a contracting relationship. For example, at a low cost of $350 (plus GST) for members, we will provide an agreement to cover clients who use contractor vineyard services.

More information about the new laws are available here.

If you have any questions or would like a service agreement, contact Business and Workplace Adviser Adrian Richards on 8222 9212 or adrian@winesa.asn.au.
Landmark decision changes personal leave rules

In a landmark decision the Full Federal Court has determined that all permanent employees, including part time employees, are entitled to 10 paid working days of personal leave per year under the Fair Work Act 2009.

The impact of this decision is that certain employees can now receive more than 76 hours of paid personal leave per year, which is contrary to the traditional interpretation.

The majority decision was that a day’s personal leave “is an entitlement to be absent from work for the portion of a 24 hour period that would otherwise be allotted to work.” In this case that was 12 hours per day, and as a result the employees were entitled to 10 paid days of personal leave per year, with each of those days being for 12 hours.

The company that lost the case is now seeking to appeal the decision, which SAWIA fully supports in terms of improving clarity. Accordingly, it is recommended that members assess their level of exposure to this decision, while not yet making significant changes to their payroll systems and practices. It is also possible that changes could be made to legislation to address this issue.

More information is available for SAWIA members here. If you have any questions, contact Business and Workplace Adviser Adrian Richards on 8222 9212 or adrian@winesa.asn.au.

Record attendance at Employee Relations Conference

A strong turnout of wine industry leaders and professionals learned from a range of experts in human resources and employee relations at SAWIA’s 2019 Employee Relations Conference on 11 September 2019.

The conference received great feedback from participants. One attendee remarked that the conference “…had a great agenda that focused on many challenges which are very current in the wine industry”.

Topics covered included:

- How to manage and support employees who are unable to perform key parts of their job due to health issues
- The importance of workplace diversity and inclusion for better company performance and greater innovation
- Compliance with workplace laws in the viticulture and horticulture sectors.

In addition to the presentations, the conference provided a great opportunity for networking and sharing of ideas and experiences.

For more information, or help with any of the above areas, contact Business and Workplace Adviser Adrian Richards on 8222 9212 or adrian@winesa.asn.au.
Presentation by pre-eminent heat stress consultant

Due to significant demand from members, SAWIA has organised a presentation by Australia’s pre-eminent occupational heat stress consultant on Tuesday 29 October, covering how to best manage the risk of heat stress to workers in the wine industry.

Presented by Dr Matt Brearley, this briefing will be tailored to the needs of managers with outdoor staff. Attendees will be provided with a practical overview of the issues contributing to worker heat stress, and explore practical, evidence-based strategies to maximise the health, safety and performance of workers exposed to heat.

Topics include:

- Practical methods for monitoring staff in the field
- Hydration and heat storage as two discrete issues
- Implementation of practical cooling strategies
- Staff retention through heat stress mitigation
- Emergency management of a heat stressed worker in rural/remote settings.

There is one session only, and it is being held in the Riverland. Click here to register or obtain more information. For more information, contact Business & Workplace Adviser Zvonko Levak on 8222 9273 or zvonko@winesa.asn.au.

Work Health Safety Seminars – save the dates

Dates and locations have been locked in for this year’s annual Work Health Safety Seminars. Put Wednesday 6 November in your diary for the Barossa Valley seminar and Wednesday 20 November for McLaren Vale.

Presenters will be sharing their knowledge and providing practical guidance on a range of topics including:

- Contractor/labour hire arrangements and what it means for your WHS responsibilities
- Aging workforce, and how to sustain workers in good health and free of injury
- Mental health and your legal obligations under the WHS Act
- Shift work and nutrition for a more productive workforce.

Registrations will open soon. In the interim, for more information contact Business & Workplace Adviser Zvonko Levak on 8222 9273 or zvonko@winesa.asn.au.
Winelab at MOD – opportunity for wineries

Preparations are in full swing for WineLab at MOD on Friday 18 October from 5 to 8pm.

Run as part of the Adelaide: A Great Wine Capital of the World program, WineLab will blend wine, art and science for after-work drinks with a twist. The event will celebrate wineries who innovate through their use of original art, their application of science or their exploration of the wine sensory experience.

WineLab will also feature pop-up talks from wine scientists researching topics such as how music, glassware and mood can influence wine flavour perception, and the Chinese Lexicon Project – translating Western tastes into Asian flavours.

Participating wineries so far include Shut the Gate, Longview, Zonte’s Footstep, The Pawn Wine Co, Karrawatta, Deviation Road and Levrier by Jo Irvine.

To participate or obtain more information, contact Rhys Howlett on 8222 9271 or rhys@winesa.asn.au.

Growing Wine Exports / Growing Wine Tourism

Wine Australia’s Growing Wine Exports workshop is being held in Adelaide on 28 to 29 October. This two-day ‘deep-dive’ Export Plan workshop is for wine businesses wanting to refine their export plan and target commercial and growth opportunities in-market.

Click here for more information or to register.

Wine Australia’s Growing Wine Tourism workshop is planned for the Barossa (1 to 2 October). It is a practical, wine-specific skills development program for wine businesses looking to develop their wine tourism products and services for the inbound tourism market.

Click here for more information or to register.
**European opportunity now closed**

Members were recently advised of an exceptional opportunity for South Australian brands to gain exposure to a broad range of engaged consumers.

Donations were sought for wine that will be available for tasting at **La Cite du Vin ('the City of Wine')**. For those not familiar, it is a custom built wine and cultural facility in Bordeaux that attracts nearly half a million visitors per year, from more than 150 different countries.

SAWIA will continue to ensure members are advised as these opportunities arise.

**Competitions and promotional opportunities**

SAWIA will continue to ensure members are informed of any changes. Members can contact Mark Gishen on 8222 9278 or mark@winesa.asn.au with any questions.

**SUSTAINABILITY**

**River Murray water allocations reach 81%**

The minimum (worst case) irrigation water allocation for the 2019-20 water year has been revised upwards to 81%. This follows a series of increases, and is up from the initial 14% announced in April.

The increased allocation is based on the latest water availability advice from the Murray-Darling Basin Authority.

The seasonal outlook from October to December indicates that it is likely to be drier than average with warmer temperatures, however projections show that water allocations are likely to get to 100%.

Private carryover will be available for eligible water users, allowing unused water from 2018-19 to be carried over for use in 2019-20 (up to 20% of the volume on entitlement).

[More information is available here](#), with the next update due on 1 October.
Smart is making money from your generator

Businesses that own and operate backup generators can reduce energy costs and unlock savings. For example, Smart Machinery is a manufacturer that turned to Flow Power to power its operations and unlock savings by:

- Connecting to price signals in the market
- Unlocking the value of its backup generators
- Implementing effective demand response
- Securing long-term low cost power to protect against increases in contract prices.

Transferring to a generator, Smart Machinery avoided higher electricity prices between 5pm and 10.30pm, reducing its energy costs by around $20,000. In the same time period, Smart Machinery earned more than $10,000 by exporting excess capacity back into the grid.

Flow Power sets up each customer with a site analysis to identify exactly how the most value can be unlocked from their energy. Flow Power then connect businesses to the actual price of power by passing on access to the wholesale market, and its low prices.

Demand response programs for the summer of 2020 have now opened. Contact Nick Mercure (Business Development Manager) on 0438 956 435 or Nick.Mercure@FlowPower.com.au to find out more about how your business can unlock the value of demand response.

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OTHER

Finlaysons Roadshow – Levelling the Playing Field

Finlaysons Wine Roadshow 27 kicks off in mid-October, with the first session in the Barossa on 17 October 2019.

It will cover the impact on wineries in all regions, large and small, of the Final Report of the ACCC, which was released on 24 September. The Report has serious ramifications for the assessment, grading and pricing of fruit and the terms of grape supply agreements (including payment terms), among other matters. This material should not be ignored – the ACCC is a powerful regulator.

The CEOs of Wine Australia and Australian Grape & Wine will also take the opportunity to update attendees on their agendas, including the outlook for the industry in Australia and its key export markets.

The South Australian seminars will be held in Barossa (17 October), Riverland (6 November), Coonawarra (25 November) and McLaren Vale (27 November).

Click here for details and to register.
Blending Masterclass with Paul Hotker from Bleasdale

Have you ever wondered how winemakers blend their wines? Have you ever wanted to try blending your own wine?

Join us for a special Blending Masterclass with Bleasdale senior winemaker Paul Hotker and learn from the best how it’s done.

At this session you will learn about the blending process for Bleasdale’s Frank Potts Cabernet Blend and taste through the 2016, 2017 and 2018 Frank Potts releases. Then – with your palate finely-tuned – you can try making your own 2019 Frank Potts Cabernet Blend.

Places are strictly limited, tickets are $79 per person.

Bookings are available [here](#), or contact Rehnu on 8222 9277 or [admin@winesa.asn.au](mailto:admin@winesa.asn.au) to secure your place.

SAWIA on social media

If you’re active on social media and want to keep up with SAWIA via Facebook, Twitter, Instagram, YouTube or LinkedIn, it’s as easy as clicking ‘follow’. We share news, photos and videos regularly via these social platforms.

*Find us here:*

Facebook: [https://www.facebook.com/WineSouthAustralia/](https://www.facebook.com/WineSouthAustralia/)
Twitter: [https://twitter.com/WineSouthAus](https://twitter.com/WineSouthAus)
Instagram: [https://www.instagram.com/winesouthaustralia/](https://www.instagram.com/winesouthaustralia/)
YouTube: [https://www.youtube.com/user/SouthAustralianWine](https://www.youtube.com/user/SouthAustralianWine)
LinkedIn: [https://www.linkedin.com/company/winesouthaustralia/](https://www.linkedin.com/company/winesouthaustralia/)

Cyber attacks – are you exposed?

Cyberattacks are keeping Directors, CEOs and business owners awake at night, coming in forms such as:

- Crypto locker viruses, holding your system to ransom until you pay an amount
- Phishing, the theft or change of information such as credit card or bank account details, from a seeming trusted source
- Man-in-the-middle attacks, where attackers insert themselves into a two-party transaction/connection. Once the attackers interrupt the traffic, then all information passes through the attacker without the victims knowing.

You can put measures in place to help prevent an attack, and to reduce the impact if an attack is successful. Some quick tips include:

- Have an organisational awareness over cyber threats
- Identify your key data asset
- Know where your data is kept and how well it is protected
- Conduct regular tests and validate security systems with current known threats
- Investigate cyber insurance
- Don’t underinvest in cybersecurity
- Have quality backup and continuity plans.

With additional consequences imposed by the National Data Breach Scheme and other requirements, the risks expand beyond impairing your business operations to breaking the law and incurring financially crippling fines.

For help with identifying and understanding the risks and how to manage them, contact David Papa of Bentleys SA (SAWIA's Wine Industry Partner) on 8372 7900 or dpapa@adel.bentleys.com.au.

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**Rural Women’s Award now open**

The AgriFutures Rural Women’s Award is now open to all women involved in rural industries, rural and regional businesses and rural and regional communities. If you want to create impact, innovate and make a difference and/or contribute to enhancing the prosperity of rural industries, rural and regional Australia, then consider applying.

The award allows you to bring to life a project or initiative that will benefit rural or regional Australia, with a $10,000 bursary from Westpac. Winners also receive professional development opportunities and will join an impressive alumni network.

You can also nominate someone you think should consider applying or encourage your female colleagues, friends or relatives to apply.

**To apply or obtain more information click here.**

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**Food & Beverage Development Fund – Applications open**

The Beverage Development Fund provides financial support of up to $10,000 per successful applicant to further skills and knowledge through training and education within South Australia’s critically important food and beverage (including wine) industries. To date, the fund has assisted 220 people who are now a step closer to realising their aspirations and achieving their full potential.

Applications will be accepted until 8 November. **Click here to apply or obtain more information**, or contact Carol Graham on 8362 9066.

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**Other events (click on link)**

Webinar: Biosecurity and the Grape & Wine Sector Crisis Plan
8 October @ 12:30 pm - 1:30 pm ACDT
Dates for your diary

2019

- 1-2 Oct, **Growing Wine Tourism workshop**, Barossa
- 8 Oct, **Biosecurity and the Grape & Wine Sector Crisis Plan**, Webinar
- 9 Oct, **Growth State**, Barossa
- 10 Oct, **Growth State**, Adelaide
- 10-12 Oct, **Wine Media Conference**, Hunter Valley
- 14 Oct, **Growth State**, Loxton
- 15 Oct, **Energy Demand Management Information Session**, Adelaide
- 17 Oct, **Finlaysons Wine Roadshow 27 Levelling the Playing Field**, Barossa
- 21 Oct, **Growth State**, McLaren Vale
- 21 Oct, **Growth State**, Langhorne Creek
- 28-29 Oct, **Growing Wine Exports Workshop**, Adelaide
- 29 Oct, **Heat Stress Seminar**, Riverland
- 6 Nov, **Finlaysons Wine Roadshow 27 Levelling the Playing Field**, Riverland
- 6 Nov, WHS Seminar, Barossa
- 12-14 Nov, **Prowine China**, Shanghai
- 7-9 Nov, **Hong Kong International Wine & Spirits Fair**, Hong Kong
- 21 Nov, WHS Seminar, McLaren Vale
- 25 Nov, **Finlaysons Wine Roadshow 27 Levelling the Playing Field**, Coonawarra
- 27 Nov, **Finlaysons Wine Roadshow 27 Levelling the Playing Field**, McLaren Vale

2020

- 10-12 Feb, **Wine Paris 2020**, France

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INDUSTRY PARTNERS