

## **Grower-Winery Liaison Committees 2010 - 2011**

**Objective:** *To improve the liaison, communication and overall relationship between growers and wineries so that dealings between the two are conducted more effectively for the benefit of both*

### **Project Description**

Murray Valley Winegrowers (MVW) has established a number of grower groups to help facilitate better liaison and communication with wineries. These "Grower-Winery Liaison Committees" are chaired by growers and have been formed with the support and involvement of Orlando Wines, Constellation Wines and Foster's.

Their role is to provide input and feedback on issues concerning winery policies, programs and actions to help improve vineyard management and maximize profitability

Issues commonly discussed include:

- Harvest & delivery arrangements
- Procedures & protocols for fruit assessment
- Procedures & protocols for measurement of fruit characteristics
- Dispute resolution procedures
- Contract arrangements
- Variations to contract
- Supply/demand – future requirements
- Varieties – new plantings
- Matters affecting price
- Wine styles
- Vineyard management

MVW believes the liaison committees have succeeded in providing input to wineries that, in a number of cases, has resulted in better outcomes for growers. With grower support, MVW hopes to expand the network of liaison committees.

### **Project Results**

1. Improvements in the policies and actions undertaken by wineries in their dealings with growers

### **Submitted by**

Murray Valley Winegrowers' Inc

Contact: Mike Stone

<b>Total project cost excl GST</b>	<b>IDC Levy Funding Sought excl GST</b>	<b>Approx. cents per tonne</b>
<b>\$13,200</b>	<b>\$6,000</b>	<b>\$0.022</b>

(A full copy of projects can be obtained on the web site <http://www.murrayvalleywinegrapes.com.au/> or phone Ashley Turner 50239 700 and a copy can be made available.)

## Project Checklist – Results/Outcomes and Budget

The MVWIDC has a policy that ***“Every funded project will be monitored to ensure that the intended results and costs are achieved.”***

The procedure to be used is as follows:

1. Submitting a project for approval:
  - 1.1. Project details under the headings provided must be submitted including this checklist and a budget
  - 1.2. Intended results/outcomes including project reporting must be identified
2. If a project is approved for funding the applicant will be required to enter into a written contract for the project
3. Ongoing and final reports for a project:
  - 3.1. Must include this progressive checklist to be reviewed by the MVWIDC
4. Continued funding approval for the project:
  - 4.1. Will be recorded in the minutes of the MVWIDC meeting following receipt of progress reports.
  - 4.2. Project managers shall be informed if the MVWIDC has any concerns regarding the project.

<b>Project Name</b>		Grower Winery Liaison Committees	
<b>Project year</b>		2010/2011	
<b>Project Start Date</b>		1/7/2010	
<b>Project Completion Date</b>		30/6/2011	
<b>Final report submitted Date</b>		31/8/2011	
<b>Timing</b> Month	<b>Measurable Outcomes</b> Show timing of project reports and details posted to the industry web site	<b>Budget IDC funding</b> (\$, % total)	<b>Date IDC Review</b> (as per minutes)
Ongoing	Outcomes proposed <ul style="list-style-type: none"> <li>• Better understanding of issues</li> <li>• More constructive interaction</li> </ul>		

5. A final report is required for each year of funding

### PROJECT BUDGET

	<b>Funding required from IDC</b>	<b>Timing of funding from IDC</b>	<b>Funding from others</b>
<b>Budget itemized costs</b>			
EO time - researching issues, preparing correspondence & information bulletins, preparing meeting agenda, attending Liaison Committee meetings	3,420		
Travel associated with meetings not held in Mildura	1,485		
Postage, handling & photocopying	550		
Project administration & management	545		
<b>Total exclusive of GST</b>	<b>6,000</b>		
GST	600		
<b>Total funds requested from IDC (incl. GST)</b>	<b>6,600</b>		
<b>Show estimated value of in-kind contributions to the project</b>			
MVW provision of meeting facilities			1,200
Input of committee members			6,000
<b>Total cost</b>			<b>13,200</b>