

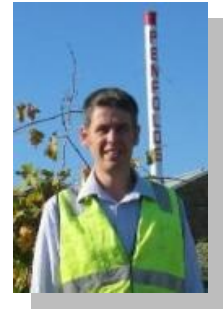
The Australian Society of Viticulture and Oenology



Annual Report 2012

Presidents Report to the Annual General Meeting of the Australian Society of Viticulture and Oenology – November 2012

It has been another busy and successful year for the ASVO; we have conducted two successful seminars, renegotiated the publishing contract and appointed a new Editor to the AJGWR, and launched our excellence awards. We have also posted a considerable surplus which will move us well towards restoring our equity reserves and established a range of strategic objectives which should have us well placed for the future.



In January we re-negotiated the AJGWR publishing contract with Wiley-Blackwell and this has resulted in a substantial ongoing saving for the society; as well as enabling us to increase the number of pages published without extra costs to members. The high regard with which the AJGWR is held in the international research community was of a considerable benefit to the society as part of these negotiations and we continue to maintain strong subscriptions across international libraries when many other journals are seeing a decline. As part of new contract we have been able to offer our members the journal only in digital only format and approximately 50% of members have taken is opportunity.

It was with regret that I announced the resignation of Vladimir Jiranek from his role as Editor of the Australian Journal of Grape and Wine research. Vlad held this role for five years and oversaw the transition of the Journal into an entirely on-line manuscript submission and processing system, the introduction of the new publication/production arrangement with Wiley-Blackwell and the movement of the panel of Associate Editors into a new role that more fully utilised their expert input into maintaining the highest scientific standards of the Journal. Along with these achievements Vlad has overseen strong growth in the number of article submissions - in particular from outside of Australia. He has consistently maintained the journal position with the highest ranking in the area of grape and wine science by far. The record Impact Factor (an indication of how frequently journal articles are quoted) achieved in 2011 is a credit to Vlad's efforts, and he will be sorely missed.

I was very pleased to announce Dr Terry Lee OAM as the new Editor of the Australian Journal of Grape and Wine Research. Terry has brought extensive experience in research and senior scientific management positions in the wine industry to this role which will further lift the profile and impact of the Journal. Issue 18:3 was Terry's first issue as editor and I would like to thank him and Greg Dunn the Deputy Editor for undertaking a very seamless transition.

We received a lot of positive feed back on our seminar 'Objective Measures of Grape and Wine Quality' that was held recently in Mildura. With over 200 delegates attending, this event was certainly a resounding success for the society and the hard work of the program committee is acknowledged. The seminar was held in collaboration with Wine Industry Suppliers Australia (WISA) and we appreciated their support.

As well as organising its annual seminars, the ASVO has also been actively involved in planning for the upcoming Australian Wine Industry Technical Conference (AWITC) which it co-owns with the AWRI. The conference will be held in Sydney from the 13-18th July 2013 and I hope that you can all join us there.

The ASVO was proud to formally announce its awards for excellence at the seminar in Mildura. These awards were developed to recognise professional excellence in viticulture, winemaking and research. The recipients will be announced at the gala dinner on the 21st November and will be made to individuals who have demonstrated technical and industry excellence in their respective fields of expertise. I would like to thank the sponsors of these awards; Viticulturist of the Year, Bayer Crop Sciences; Winemaker of the Year, Lallemand; and the Viticulture and Winemaking Papers of the Year, the Grape and Wine Research and Development Corporation.

While the society suffered a considerable fall in numbers in the 5 years prior to 2010, we have now had stable membership at about 700 for the past three years. In addition we have managed our overheads so they are more in line with our revenue and this in combination with some one off revenue has resulted in a surplus of \$77,000. This surplus will significantly restore our reserves and place the ASVO in a secure footing for the future.

I would like to thank all of the ASVO members for their support and especially acknowledge the help of the ASVO board and our administration officer, Chris Waters, in making this a very successful year.

Yours Sincerely
Paul Petrie
ASVO President

Strategic Planning

The Board and Management combined in a rigorous strategic planning day in September 2012. The previous years priorities were reviewed and whilst it was pleasing to note that we had made significant progress in line

with our strategic priorities the Board continues to be focused on issues that are most likely to deliver improved outcomes for members and established 10 major priorities for 2012.



Seminars

The Society has successfully held over 50 one-day seminars since it was established. The seminars are well received and attended, our 'Our Recent seminar in Mildura Objective Measures of Grape and Wine Quality seminar attracted over 200 delegates.

We continue to see Society events as a real benefit to members and as financial circumstances allow we will continue to plan and present topics of interest and benefit. The seminars made a significant contribution to the overall surplus this year

Strategic Alliances

One of our key priorities had been to ensure we have the right strategic partners. Last year we created Memoranda of Understanding with WISA in the hope that links would strengthen our member offering through mutual co-operation at events. Unfortunately despite considerable commitment from both entities the anticipated synergies were not realised and the Memoranda of Understanding was dissolved in July

Technology

After a review of our current member database and website systems it was agreed that we would commission a more cost-effective and efficient systems for data storage. The planned upgrades will mean improved access for members and much more efficient maintenance of the operations part of the Society's website. This will not have any major impact on the look or feel of the current website but will greatly reduce the time commitment required to manage the current duplicated on-line/offline database system. The new online database will be extended to wine show judges and will allow members to view and update their wine show experience with the click of the mouse.

Grants

A number of grant applications were made during the course of the year and we were successful in gaining support for travel from the GWRDC. Which enabled us to invite International speakers for our two seminars.

Membership

The membership has maintained over the past year, with total numbers around the 700 mark. It is pleasing to see that the retention rate of members is essentially the same or has increased on the previous year. The graph below summarises the current membership details and includes a comparison against the 2010-2011 season. Maintaining and growing the membership base is an important aspect of our ongoing operations and we are pleased to welcome new members who joined the Society this year

Strategic Priorities

As part of our strategic planning the ASVO has identified a number of opportunities, these include:

- Implementing a regionally focused event strategy to increase communication with members.
- To reinvigorate the role of ASVO Fellows; and to continue to appoint fellows to the society.
- Further developing strategic alliances with organisations
- To improve the accessibility and profile of the AJGWR articles
- Implementing a strategy to foster and development student membership.
- To investigate the development of a professional certification system.
- To confirm ASVO's role in the wine show system.



Wine Show

The main activities of the ASVO wine show committee this year have centered around the Len Evans Tutorial Reunion held on the weekend of 1-2 September in the Hunter Valley.



Convened by Brokenwood's Iain Riggs and ASVO Wine Show Committee member Samantha Connew, the weekend was not only a reunion of past scholars of the respected Len Evans Tutorial (LET) but also a talkfest to discuss the future of the Australian Wine Show System in the 21st century.

Conducted with much vigorous debate, the major ideas of the weekend will be pursued by the wine shows, Agricultural Societies, the ASVO and others from industry over the coming months.

Some of the recommendations included:

- The establishment of an Association of Judges and a central register, similar to the current ASVO system, of current judges
- The enhanced focus on consumer engagement and marketing and the importance of strong, relevant communication of wine show outcomes
- The continued focus on best practice and the communication of agreed standards for the conduct of wine shows
- A continued commitment of the agricultural Societies to meet collectively
- Moving the dialogue about the purpose of Shows from "improving the breed" to the "pursuit of excellence"



The ASVO was also represented by Samantha Connew at the first formal meeting of the capital city wine shows in October, organised by the Royal Melbourne Wine Show. Agenda items included but were not limited to the wine show calendar, the 100 point judging scale, judge training and accreditation and the use of technology.

The ASVO is committed to maintaining its involvement in this area and as a matter of priority will be revamping the judges register as a part of the website overhaul.

Samantha Connew
Wine Show Committee member

The Journal

In June 2012, Vladimir Jiranek relinquished the role of Editor of the Australian Journal of Grape and Wine Research a position he held since 2007.

Under Vladimir Jiranek (Vlad) the Journal achieved a record Impact Factor (an indication of how frequently journal articles are quoted). Vlad oversaw the transition to an online submission system and greater online presence, initiated the first Virtual Issue in conjunction with the special issue Smoke Taint in Wine and introduced the use of authenticate to check the authenticity of new submissions. We are fortunate to have retained Vlad as an Associate editor



Dr Terry Lee OAM replaces Vlad as Editor. Dr Lee holds a BSc and PhD in Food Technology from The University of New South Wales and is a Fellow of the ASVO, the Australian Institute of Food Science and Technology and the Australian

Academy of Technological Sciences and Engineering. He is a patron of the Australian wine industry, a recipient of a Centenary Medal in 2001 and was awarded Order of Australia Medal for his service to the industry in 2007.

In 2011 we set out to achieve improvements in several key areas that contribute to the overall success and long-term sustainability of the *Australian Journal of Grape and Wine Research*. We are pleased to report :

Increased royalties

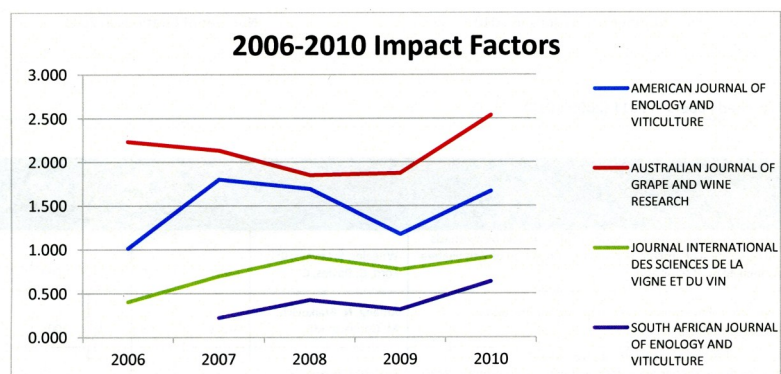
The Australian Journal of Grape and Wine Research returned a royalty to the ASVO of \$12,197 in 2011, an increase of 18% from \$10,319 in 2010.

Increased usage

Full text downloads for Australian Journal of Grape and Wine Research increased from 45,224 to 59,993, a rise of 33%

Increased Impact Factor and ISI ranking

Australian Journal of Grape and Wine Research's IF for 2010 is 2.534, up from 1.872 for 2009



Treasurer's Report for 2011-12

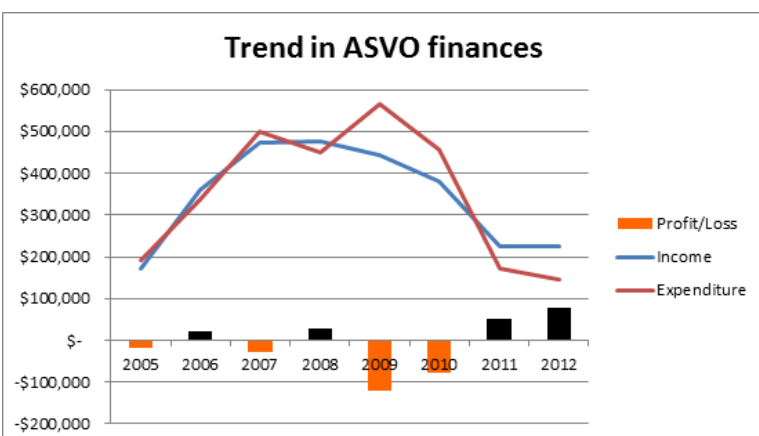
The past financial year was one of further consolidation of positive change over the past several years. The Society was able to return a surplus of just over \$77,000 for the 2011-12 financial year and regain equity to levels not seen since pre-2009.

General:

The Board has continued the dual approach of organizational restructure and tight-fiscal management in order to consolidate the Society's financial position. As a result, income was stabilized and expenditure continued to fall.



Income:



Membership fees were not increased this year and the number of members slightly increased,

Importantly, the Seminars staged during the year returned a significant contribution to the income.

Revenue from the Journal was higher than usual as 4 years worth of copyright fees collected by CAL were allocated. We received a one off sign on bonus from the renegotiation of the new publishing contract and received a grant for publication of a special issue of the Journal. These were extraordinary payments and we cannot assume that we will receive similar payments in future years.

Expenditure:

Total expenditure was reduced with the main contribution being from decreased costs of publishing the Australian Journal of Grape and Wine Research. This resulted from a renegotiation of the contract with the publishers and included a once-off incentive reduction of \$10,000 (appears under "Miscellaneous Income").

Other notable savings realised during the year included reductions in Insurance costs, staff costs (travel, training and salaries), and rent for storage.

Rent for the storage shed housing the considerable equipment, goods and files that have been accumulated was eliminated by moving to storage space donated by ASVO member, Sue Caloghris, and this is gratefully acknowledged. The Society will continue to dispose of surplus equipment in the coming year. During the last quarter of the year, the Society commenced payment of a negotiated nominal amount for rent of office space within the offices of the Winemakers Federation of Australia at the National Wine Centre.

Expenses for Travel for Board members continues to remain low, due to use of affordable teleconferencing facilities for Board meetings, as well as considerable donation of time and expenses by individual Board members.

Future challenges:

The Society has made dramatic changes in the way it operates and as a result has now consolidated its financial position. It will be important for the Society to closely examine ways to increase revenues in the future, and to continue to carefully manage expenditure where possible, in order to maintain and increase the value and level of service expected by members.



Mark Gishen
Treasurer



AUSTRALIAN SOCIETY OF VITICULTURE AND OENOLOGY INC.

FINANCIAL REPORT

FOR THE YEAR ENDED 30 JUNE 2012

- 1 Statement by the Executive Board
- 2 Balance Sheet
- 3 Statement of Income & Expenditure
- 4 Notes to and Forming Part of the Accounts
- 5 Independent Audit Report

AUSTRALIAN SOCIETY OF VITICULTURE AND OENOLOGY INC
STATEMENT BY THE EXECUTIVE BOARD

In the opinion of the Executive Board the accompanying financial report:

- (a) Present fairly the financial position of the Society as at 30 June 2012 and the profit for the year then ended; and
- (b) Have been prepared and presented in accordance with applicable Australian Accounting Standards.
- (c) The Executive Board has reasonable grounds to believe that the Society will be able to pay its debts as and when they fall due.
- (d) The Executive Board hereby states that during the year ended 30 June 2012:
 - (i) no firm of which an Executive Board member is a member; and
 - (ii) no body corporate in which an Executive Board member has a substantial financial interest has received, or become entitled to receive a benefit as a result of a contract between the Executive Board member, firm or body corporate and the Society.

The above statement is made in accordance with a resolution of the Executive Board and is signed for and on behalf of the Executive Board by:

Paul Petrie



President

Mark Gishen



Treasurer

Dated this 31st day of October 2012

Aust. Society of Viticulture & Oenology

National Wine Centre
Cnr Botanic and Hackney Rds
ADELAIDE SA 5000

Balance Sheet

As of June 2012

12/11/2012
11:30:00 AM

Assets	
Current Assets	
Cash On Hand	
CBA Cheque Account	\$323,867.26
Bank Chq Acct #__8546	\$17,855.21
Total Cash On Hand	<u>\$341,722.47</u>
Trade Debtors	\$7,334.93
Total Current Assets	<u>\$349,057.40</u>
Other Assets	
Prepayments	\$7,195.53
Total Other Assets	<u>\$7,195.53</u>
Fixed Assets	
Office Equipment	
Office Equipment at Cost	\$12,488.49
Office Equipment Accum Dep'n	<u>-\$10,497.38</u>
Total Office Equipment	<u>\$1,991.11</u>
Total Fixed Assets	<u>\$1,991.11</u>
Total Assets	<u>\$358,244.04</u>
Liabilities	
Current Liabilities	
Trade Creditors	\$25,896.40
Membership paid in advance	\$124,152.81
GST Liabilities	
GST Paid	-\$361.40
GST Adjustment Account	\$60.34
GST Paid/Refunded from ATO	<u>\$185.37</u>
Total GST Liabilities	<u>-\$115.69</u>
Sponsorship for 2013 year	\$7,501.13
Prepaid registrations	\$29,791.88
Accrued Expenses	\$2,158.38
Total Current Liabilities	<u>\$189,384.91</u>
Rev in Advance-Intl Symposium	\$11,759.47
Total Liabilities	<u>\$201,144.38</u>
Net Assets	<u>\$157,099.66</u>
Equity	
Capital	
Reserved Capital - Levys	\$7,572.76
Retained Earnings	\$71,784.68
Current Year Earnings	\$77,742.26
Historical Balancing	<u>-\$0.04</u>
Total Capital	<u>\$157,099.66</u>
Total Equity	<u>\$157,099.66</u>

Profit & Loss Statement

July 2011 through June 2012

Income	
Membership Income Yr 11-12	\$145,783.31
Proceedings	\$1,512.57
Posters	\$378.63
Royalties	\$18,372.67
Merchandise	\$595.63
Interest Income	\$3,284.72
Grants/Funding	\$26,497.27
Miscellaneous Income	\$10,000.00
Events	
Registrations	\$14,361.77
Sponsorship-Trade	\$3,772.73
Total Events	\$18,134.50
Total Income	<u>\$224,559.30</u>
Expenses	
Administration Expenses	
Audit Fees	\$1,186.36
Administration Services	\$24,376.36
Bookkeeping Services	\$2,641.75
Advertising	\$236.36
Bank Charges	\$3,196.89
Merchant Fees	\$3,266.22
Board Meetings/AGM Expenses	\$832.00
Depreciation	\$971.74
Disposal of Assets	\$5,261.46
Insurance	\$4,362.13
Legal Fees	\$965.00
Postage	\$1,182.38
Printing & stationary	\$1,353.95
Storage	\$680.72
Total Administration Expenses	<u>\$50,513.32</u>
Events	
Travel - Committee	\$2,361.46
Travel - EO/Staff	\$340.05
Travel - Speakers & Others	\$3,704.11
Accommodation	\$303.64
Printing & Proceedings	\$391.00
Total Events	<u>\$7,100.26</u>
ICT	
Software Licences	\$237.18
Teleconferencing	\$745.29
Website Hosting & Maintenance	\$4,955.16
Newsletter Editorial	\$1,200.00
Exchange Hosting	\$40.77
Database Hosting	\$140.00
Internet/Telephone	\$1,078.57
Total ICT	<u>\$8,396.97</u>
Goods for Sale	<u>\$145.45</u>
Employment Expenses	
Workers' Compensation	-\$251.27
Total Employment Expenses	<u>-\$251.27</u>
AJGWR Journal	
Publishing	\$46,411.11
Editor	\$26,033.00
Manuscript Management	\$8,468.20
Total AJGWR Journal	<u>\$80,912.31</u>
Total Expenses	<u>\$146,817.04</u>
Operating Profit	<u>\$77,742.26</u>
Other Income	
Other Expenses	
Net Profit / (Loss)	\$77,742.26

NOTE 1 - STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

The Executive Board of the Association has determined that the Association is not a reporting entity. Accordingly, this financial report is a special purpose financial report which has been prepared solely to meet the reporting obligations of the Executive Board and the limited information needs of the Association's members.

(a) The financial statements have been prepared in accordance with the following Australian Accounting Standards:

AASB 1031 Materiality

AASB 110 Events After The Balance Sheet Date.

No other Australian accounting standards and other mandatory professional reporting requirements have been applied, although measurement and valuation criteria embodied in the generally accepted accounting framework have been acknowledged.

(b) The financial report has been prepared on the basis of historical costs and does not take into account changing money values or, unless otherwise stated, current valuations of non-current assets. The accounting policies adopted in preparing this financial report are consistent with those of the previous years.

(c) No income tax is payable by the Association as it is a tax exempt body under the *Income Tax Assessment Act, 1936*, as amended.

The following significant accounting policies, which are consistent with the previous period unless otherwise stated, have been adopted in the preparation of this financial report:

a) Property, Plant and Equipment (PPE)

Leasehold improvements and office equipment are carried at cost less, where applicable, any accumulated depreciation.

The depreciable amount of all PPE is depreciated over the useful lives of the assets to the association commencing from the time the asset is held ready for use.

Leasehold improvements are amortised over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

b) Impairment of Assets

At the end of each reporting period, the entity reviews the carrying values of its tangible and intangible assets to determine whether there is any indication that those assets have been impaired. If such an indication exists, the recoverable amount of the asset, being the higher of the asset's fair value less costs to sell and value in use, is compared to the asset's carrying value. Any excess of the asset's carrying value over its recoverable amount is expensed to the income statement.

c) Cash and Cash Equivalents

Cash and cash equivalents includes cash on hand, deposits held at call with banks, and other short-term highly liquid investments with original maturities of three months or less.

d) Revenue and Other Income

Revenue is measured at the fair value of the consideration received or receivable after taking into account any trade discounts and volume rebates allowed. For this purpose, deferred consideration is not discounted to present values when recognising revenue.

Interest revenue is recognised using the effective interest rate method, which for floating rate financial assets is the rate inherent in the instrument. Dividend revenue is recognised when the right to receive a dividend has been established.

Grant and donation income is recognised when the entity obtains control over the funds, which is generally at the time of receipt.

All revenue is stated net of the amount of goods and services tax (GST).

e) Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Tax Office. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the assets and liabilities statement are shown inclusive of GST.

NOTE 2 – Adjustment to Equity Reserve

An adjustment to the Equity Reserve, previously shown as a non-current asset on the Balance Sheet, was made in the 2011/12 Financial Year, as it was deemed not to be an asset of the Association. The adjustment was made to remove the item from Assets to Opening Retained Earnings in the Balance Sheet. The cumulative effect of the correction was an adjustment of \$7,572.76 to Opening Retained Earnings. This amends the incorrect reporting of the item shown in prior years

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF THE AUSTRALIAN SOCIETY OF VITICULTURE & OENOLOGY INCORPORATED

Report on the Financial Report

We have audited the accompanying financial report of the Australian Society of Viticulture & Oenology Incorporated, which comprises the statement of financial position as at 30 June 2012, the statement of income and expenditure, notes comprising a summary of significant accounting policies and other explanatory information, and the statement by the members of the committee.

Committee's Responsibility for the Financial Report

The committee of the Association is responsible for the preparation and fair presentation of the financial report in accordance with the *Associations Incorporation Act SA 1985*. This responsibility includes designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Association's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Independence

In conducting our audit, we have complied with the independence requirements of Australian professional ethical pronouncements.

Auditor's Opinion

In our opinion, the financial report of the Australian Society of Viticulture & Oenology Incorporated is in accordance with the *Associations Incorporation Act SA 1985*, including:

- i. giving a true and fair view of the Association's financial position as at 30 June 2012 and of its performance for the year ended on that date; and
- ii. complying with Australian Accounting Standards.

DEAN NEWBERY & PARTNERS
CHARTERED ACCOUNTANTS



JOHN JOVICEVIC
PARTNER

Signed on the 16th day of November 2012,
At 214 Melbourne Street, North Adelaide, South Australia 5006.

The Australian Society of Viticulture and Oenology

ASVO 



FINLAYSONS
LAWYERS

 DonaldsonWalsh
Lawyers

 **KC**
VINES & ROOTSTOCKS
MILDURA