

2017 Summit Program



FRIDAY 28 JULY 2017

8:15 am	Registration and refreshments	
9:00 am	Summit Welcome	Heather Webster, Chair, Wine Grape Council SA
9:05 am	Welcome to the Barossa	Adrian Hoffman, Barossa grower and Barossa Grape & Wine Association board member
9:10 am	Introduction to Summit/Proceedings	Phil Reedman, Summit MC
9:15am	Sponsor Messages	Nathan Gogoll, Editor, Winetitles Trent Milford, Sales Manager, Peats Soils
Session 1: Grower advocacy: The future of your state wine grape grower representative body		
9:25 am	Wine Grape Council of South Australia	Adrian Hoffmann & Heather Webster, Wine Grape Council SA
	<ul style="list-style-type: none"> - The value of WGCSA to SA wine grape growers - Update on the renewal of the state levy 	
Session 2: Market analysis of the Australian wine industry – current trends and outlook for the future		
9:45 am	Analysing the implications of:	Tim Hunt, General Manager, Research Food & Agriculture Rabobank
	<ul style="list-style-type: none"> - Australia's 2017 harvest on track to exceed 1.8 million - Below average harvests in Chile, Argentina, France - Trends in top export markets for Australian fine wine: Are they growing, stable, reducing? - How are our competitors performing? - The impact of US/China domestic production - Consumer trends 	
10:10 am	Facilitated Q&A session with Summit MC	The view from senior executives: Brett McKinnon, Global Operations Director Pernod Ricard Winemakers Kirstie McCosh, Global Head of Marketing Services, Insights & Innovation Treasury Wine Estates Warren Randall, Proprietor & Managing Director Seppeltsfield
	<ul style="list-style-type: none"> - What varieties, products and price points are selling? - What are wineries' plans for the future in these markets? - Who is having success in China? Why? - What are the cultural challenges with China? 	
Session 3: Thinking outside the square for your business. Innovative examples of successful business models.		
11:45 am	Understanding the profit drivers in your business	James Hilcoat, Agribusiness Consultant Rural Directions Pty Ltd
	The top performing (grain) growers in SA are retaining 30% of turnover as net profit, while the average is retaining 10%. What are the Top 20% of businesses doing differently to achieve this?	

12:15 pm	Business support tools for wine grape growers	Nigel Robinson, Business Development Manager, Rural Business Support
12:30 pm	Structures and processes family farming businesses can utilise to ensure sound decisions are made	Derek Tiller, Pinery grain grower and 2015 Nuffield Scholar
12:50 pm	Loyalty: The pros and the cons of sticking with the status quo for your agri-business services	Adrian Hoffmann, Barossa Grower, Dimchurch Vineyards
1:10 pm	Q&A Session	Phil Reedman, Summit MC
1:25 pm	The other way to Bank: A different way of looking at your assets and liabilities	Andrew Woodrow, Financial Adviser, Beyond Bank
1:35 pm Lunch		
Session 4: Succession planning for grape growers		
2:50 pm	Are you on the right track for the successful succession of your vineyard business?	Brad Simmons, Family Office Executive Family Wealth Expert Family Business Advisor, Mutual Trust
	Exploring different models for succession of a vineyard business. 'When times are tough, succession plans get shelved, postponed; even abandoned, where profits are not attainable. But when profitability returns, capital owners and families readjust their focus to reconsider what they do, why they do it, how long they will do it, and who will do it next.' (Tilbrook Rasheed CA)	Will Taylor, Partner, Finlaysons
Session 5: Strengthening our regional communities. Is your region's future your concern?		
3:30 pm	Case Study: Barossa Grape & Wine Association's 2015 grower survey revealed 30% of Barossa growers are exiting the industry now - or in the next 5-10 years. Are we ready for this? What's the plan? What lessons can be learned from the past to make sure we succeed in the future?	Facilitated session by Summit MC. Reflections of older and younger generations of Barossa growers: Christine Canute, Adrian Hoffmann, Fiona Habermann & Ed Schild
Session 6: Wrap up		
4:15 pm	<ul style="list-style-type: none"> - Main take-outs from today's Summit - Regional dates for local workshops on succession and business structures - Checklist for succession planning action - Vote for WGCSA levy renewal 	Phil Reedman, Summit MC & Heather Webster, Chair, Wine Grape Council SA
4:30 pm	Drinks, nibbles and networking with the 'Next Generation'	Presented by Faith Lutheran School and Nuriootpa High School students (Faith Wine Centre - adjacent to Summit conference room)
5:30 pm	Summit Close	

