

## National 2021 Annual General Meeting Monday 20 September 2021

Time: 11am-12pm AEST

Online venue: Zoom

<https://us06web.zoom.us/j/86404365137?pwd=N2VJNTBUc1R3TEhjWGV1cGt4ZTF1dz09>

### **MINUTES**

Meeting Started at 11.10am

#### **1. Apologies and attendances, proxies noted**

<b>ATTENDING – 26 members</b>					
<b>Member name</b>	<b>State</b>	<b>Member name</b>	<b>State</b>	<b>Member name</b>	<b>State</b>
Bridget Raffal	NSW	Anthony-Sabastian Tran	TAS	Chris Crawford	VIC
David Murphy	NSW	Ben Moechtar	NSW	James Boden	SA
Ceridwen Kidby-Salom	QLD	Liam O'Brien	VIC	Louella Mathews	NSW
Marcell Kustos	SA	Hannah day	VIC	Saranya Kundasamy	NSW
Chris Fowler	VIC	Mirco Tarducci	WA	Mirko Scanu	NSW
Sarah Andrew	VIC	Stan Zheng	TAS	Yu Kurosawa	WA
Trish Redman	NSW	Vicki Woods	NSW	Wiremu Andrews	VIC
Greg Lightfoot	VIC	Noah Rozenfeld	VIC	John Noble	NSW
Lydia Sia	VIC	Oswaldo Tognella	VIC		
<b>APOLOGIES</b>					
<b>Member name</b>	<b>State</b>	<b>Member name</b>	<b>State</b>	<b>Member name</b>	<b>State</b>
Jenny Polack	VIC	Matt Dunne	NSW	Greg Richardson	NSW
Patrick Dowling	VIC	Sarah Atkinson	WA		

No Proxies received.

#### **2. Welcome from President**

Meeting Chair and Co-President Chris Crawford read Acknowledgement of Country and welcomed all attending Members.

#### **3. Summary of previous meeting**

- 2019/2020 was a tough year for the hospitality and wine industries.
- Despite the challenges, Sommeliers Australia was able to adapt to support our members and the hospitality industry at large, where possible.
- JobKeeper payments helped Sommeliers Australia continue to operate, in turn funding many of the administration hours required to deliver our online events.
- Sommeliers Australia Ltd had a positive Balance Sheet and was able to absorb the losses incurred during 2019/2020 due to COVID-19:
  - Total Assets of \$137,119
  - Total Liabilities of \$66,013 resulting in Net Assets of \$71,106

[Type text]

- Cash at Bank at 30 June 2020 totaled \$112,650  
(includes funds received from Best Sommelier of Australia competition Sponsors)
- The structure of membership management changed on 30 June 2019, with the implementation of a single yearly renewal date of 30 June.

Minutes from 2020 AGM (held 15 February 2021) accepted by Trish Redman, seconded by Ben Moechtar.

#### **4. Reports**

**a. President** – prepared and presented by Co-President, Sarah Andrew.

##### ***Storytelling***

Speaking is the primary form of communication in Aboriginal cultures and Torres Strait Islander cultures. Concepts and beliefs have been passed on from generation to generation through specific cultural practices, traditions, languages, laws and family relationships. The oral traditions of instruction including storytelling, song, dance, and art- and craft-making.

How is this relevant to our industry? To sommeliers?

Is this not what we do on a daily basis? Replacing song, dance and craft making with food and beverage, the ambience of a restaurant and overlay of a sommelier keen to take their guests on a journey. We tell stories – to our colleagues, our customers and in return listen to their stories and in addition stories from our suppliers.

And it is the lack of this since the arrival of COVID-19 that has created a disconnect and resulted in us being a little unhinged, by definition unstable or distraught.

However, despite being unhinged, here we are, with a diverse and talented NEC, support by wonderful state chapters and a newly formed Diversity & Inclusivity Working Group who is focussed and committed to fostering change.

Go Sommeliers Australia!

To highlight a few key successes – and by no means is this list absolute – we have achieved the following:

- Best Sommelier Australia 2020 (12 months later in March 2021)
  - Chris Ryan and Paolo Saccone are now preparing for the Best Sommelier Asia Oceania 2022 under the mentorship of Loic Avril (who was also finalist in the competition)
- The difficult but most appropriate decision was made to withdraw from hosting this competition due to the uncertainty of international border closures and ability to meet the timelines set out by ASI to feed into the Best Sommelier of the World in February 2023
- Supported 26 events over the calendar year (half of which were conducted as in-person) and up from 12 events during the first year of the pandemic
  - A credit to all involved in curating, organising and hosting these events – so thank you to those directly involved and each state chapter
  - A huge thank you to outgoing state committee members Curly Haslam Coates (TAS), Marin van der Klooster (QLD) and Geoff Hunt (SA)
  - A big welcome to incoming committee members Hannah Day, Noah Rozenfeld and Osvaldo Tognella (VIC), Yu Kurosawa (WA), Bhatia Dheeraj (SA), Anthony-Sabastian Tran (TAS) and Ceri Kidby-Salom (QLD)
- For a second year running the Helping Hand Membership renewal has been offered
- Launched the Diversity & Inclusivity (D&I) Working Group in January 2021
- Acknowledged Wine Australia as an ongoing financial supporter to enable education/training for our members and funds for initiatives within the D&I space

[Type text]

To our EO – Imbi Knappstein – thank you, for your efforts, time, initiatives and commitment to Sommeliers Australia. I think I can say on behalf of all committee members, your contribution keeps us going!

With pending additions to the NEC, we are really excited about the year ahead and our first meeting post AGM, which will map out an exciting and diverse calendar of events for 2022.

Keep well, stay healthy and connected through Sommeliers Australia.

**b. Treasurer** – prepared by Treasurer, Greg Richardson; presented by Sommeliers Australia's accountant and member, Trish Redman.

Sadly, 2020/21 has been another tough year for everyone in the hospitality and wine industry.

Sommeliers Australia adapted to the COVID 19 changes and lockdowns, trying to support the hospitality industry where possible and offering zoom online education /tasting courses to our members. ATO JobKeeper payments helped Sommeliers Australia continue to operate and offer our online education events.

Here is a summary of the financial results for the 2020/21 year.

#### Operating Result:

<b>2020/21 year</b>		
Income	\$ 81,433	
Job keeper income	\$ 16,500	
Interest Income	\$ 57	\$ 97,990
	-----	
Less: COS – events	-\$ 45,618	
Less: Expenses	-\$ 69,790	-\$115,408
	-----	
Net Loss		-\$ 17,418

#### Income:

- **2021 Total Income = \$ 81,433** (excl JobKeeper and interest. \$8K higher than 2020)  
As per previous years, event income, Corporate Sponsorship and Individual Memberships were the major contributors to revenue.
- **Event income was reduced even further (down to \$16,573 from \$19,611 last year).**  
This is normally one of our major sources of revenue (\$48,593 in 2019) as many of our tasting & major events could not go ahead and is a significant contributing factor as to why the Association has run at a loss for the past 2 years.
- **2020/21 Sponsorship Income is \$38,801** (this includes the Best Sommelier competition sponsorship – finals held March 2021). Sponsorship income is a large and essential factor for Sommeliers Australia to operate.
- **Gross Profit: \$33,937.** This is slightly down on last year's result of \$35,849.

#### Expenses:

- **Event expenses** – Event expenses were comparable to the previous year (\$20,284 vs \$19,857 in 2020 FY) with event costs reduced due to COVID from \$33,164 in 2019 FY.
- **Operating Expenses** – 2021 FY expenses were \$69,790, slightly higher than 2020 FY total \$60,049 (2019 year \$49,024). Our main expenses were **Contractor expenses - Admin + superannuation of \$48,271.** With the considerable additional workload and administration involved in coordinating all events during the year including Best Sommelier Competition, managing membership, Corporate sponsorships and Sommeliers Australia's preparations for ASI 2021 Asia Oceanic Competition, the funds paid to our hardworking Executive Officer, Imbi Knappstein, are completely understandable.

Wages are a significant expense to any organisation and our thanks go to Imbi, Elina and Trish along with the volunteer work of the National Executive, and State Event Committees who all believe in Sommeliers Australia and work tirelessly for the good of Sommeliers Australia.

[Type text]

**Balance sheet at 30 June 2021:**

Sommelier's Australia Ltd still maintains a positive Balance sheet after many years of good fiscal management, and is able to absorb the losses incurred over the past 2 years due largely to the impact of COVID-19 on our industry.

- Total Assets = \$95,977 remain high – including cash at bank of \$87,418.
- Total Liabilities = \$42,290
- Net Assets = \$53,687

This includes funds received in advance from Wine Australia of \$41,300 which are included in our liabilities. After negotiation with Wine Australia by Co-President Sarah Andrew, it has been agreed that Sommeliers Australia Ltd can keep the funds, and use them for certain programs, including education, mentoring, leadership and Diversity & Inclusivity progression. Some additional administration costs will be required, But, the outcome is excellent for Sommeliers Australia at a really challenging time.

We would like to thank Sarah and Chris, our Co-Presidents, plus all the national and state committee volunteers for their hard work and dedication to Sommeliers Australia and our industry as a whole.

Sommeliers Australia Ltd is in capable hands and we hope 2022 is brighter for all.

**c. State Event Committees – Events summaries**

The 2020/2021 FY has continued to see Australians facing personal and professional challenges that many of us had hoped to see the last of in 2020.

Throughout all of the difficulties of the past 12 months I would like to thank our dedicated National Executive Committee and state committees for finding the ability to regroup and continue to provide as many events for our members as possible throughout the year.

I would also like to thank Trish Redman our book keeper for her support and efforts in managing the finances of the association.

And most importantly my utmost thanks go to Co-Presidents Sarah Andrew and Chris Crawford for their continued engagement and dedication to Sommeliers Australia, whilst both managing highly stressful day jobs. Their leadership has continued to have a positive impact on the association's engagement with industry, to the benefit of our members.

[Type text]

## National events

### 1 July - 30 December 2020

22-Jul	ONLINE/NSW	Part 2 - Triangle of Doom: The Reds
15-Sep	ONLINE/VIC	Discover Tempranillo
29-Sep	ONLINE/VIC	Discover Pinot Grigio
11-Oct	WA	Duck & Pinot: Lunch
7-Oct	ONLINE/VIC	Intro to South African Wine
13-Oct	ONLINE/VIC	Discover Pinot Noir
27-Oct	ONLINE/SA	Discover Grenache
2-Nov	ONLINE/TAS	Discover Riesling
10-Nov	ONLINE/QLD	Discover Fiano
23-Nov	WA	The Rise of Sparklers Masterclass
24-Nov	ONLINE/NSW	Discover Semillon
6-Dec	VIC	The Goodbye 2020 Lunch

### 1 January - 30 June 2021

8-Feb	NSW	BSoA Competition Preparation - D.Mesnard MS
9-Feb	VIC	BSoA Competition Preparation - D.Mesnard MS
15-Feb	ONLINE	AGM
15-Mar	NSW & VIC	Best Sommelier of Australia Finals
30-Mar	ONLINE/NSW	Discover Chardonnay
12-Apr	ONLINE/VIC	Discover Montepulciano
19-Apr	NSW	Californian Wines Masterclass
19-Apr	SA	South African Wine Safari Masterclass
21-Apr	VIC	Californian Wines Masterclass
17-May	QLD	Aussie Chardy Party
31-May	ONLINE/NSW	Discover Sangiovese
24-May	TAS	The Future of Tasmania - Emerging Varieties
24-May	WA	Aussie Chardy Party
7-Jun	ONLINE/NSW	Discover Garganega
9-Jun	ONLINE	Hospitality Industry D&I forum
21-Jun	SA	The Ancient Cradle
23-Jun	VIC	The Ancient Cradle

## Major events

Best Sommelier of Australia 2020/2021 – Applications for The Best Sommelier of Australia competition opened in March 2020, and the competition was originally planned to be completed by mid-2020.

However, COVID restrictions during 2020 and again in early 2021 meant that each stage of the competition had to be postponed either once or twice. The Finals were held on 15 March 2021, concurrently in Sydney and Melbourne with a live stream format allowing judges in both cities to assess the 3 Finals candidates.

Chris Ryan from Melbourne was awarded Best Sommelier of Australia 2021, with Paolo Saccone (Sydney) as first runner up and Loic Avril (Melbourne) second runner up. Chris and Paolo are now preparing to compete for Australia at the ASI Best Sommelier of Asia Oceania 2022.

Due to fluctuating COVID restrictions and state border closures, and the continued closure of the international border, no other major events - such as immersion scholarships – were planned for the 2020/2021 period.

## State by State Events

STATE	AGM PERIOD			PREVIOUS PERIOD
	July-Dec 2020 in-person / hosted online	Jan-June 2021 in-person / hosted online	2020/2021 TOTAL EVENTS	2019/ 2020 in-person / hosted online
NSW	0 / 2	2 / 3	7	0 / 2
QLD	0 / 1	1 / 0	2	0 / 1
SA	0 / 1	2 / 0	3	0 / 1
TAS	0 / 1	1 / 0	2	0 / 1
VIC	1 / 4	3 / 1	9	1 / 4
WA	2 / 0	1 / 0	3	2 / 0
			26	12

[Type text]

The departure of hundreds of international Visa holders in sommelier, managerial and line-staff roles has seen enormous pressure placed on those hospitality industry employees left to staff venues across the country.

In despite of additional staffing pressure in their own workplaces, and the challenges of doing business under 'COVID-normal' conditions, our volunteer Event Committee members have remained committed to supporting Sommeliers Australia members with events throughout the 2020/2021 period.

As a cohort, all of our Committee members nationally should be congratulated for their dedication.

This year, in an effort to provide more tangible membership benefits, we have been working hard with our Company Members and Partners to provide more free masterclass events for our members. The goal is to offer at least one free event per quarter to members.

In 2020/21 members across the country have had the opportunity to attend Californian, Chardonnay and Italian masterclasses for free.

### ***State summaries***

NSW:

2020/2021 saw the NSW Committee successfully host a larger number of events than in 2019/20 – many of which were online.

QLD:

The Queensland Committee of two conducted 2 events during the 2020/2021 period, which were well received. Having an active QLD Committee has seen an increase in engagement in Queensland, particularly in the Brisbane area.

Sadly, after 2 years on the QLD Committee, Marin van der Klooster has stepped down. We thank her for her commitment and active engagement in bringing together events for members in the Brisbane area. Jenny Polack and, newest QLD Committee member, Ceri Kidby-Salom, will develop and host events ongoing.

SA

In January 2020, the SA Committee was joined by James Boden, who has actively supported the development and hosting of events in Adelaide, alongside Marcell Kustos.

Geoff Hunt, who had been on the SA Committee for a number of years has stepped down. However, after returning to live in Adelaide Bhatia Dheeraj has rejoined the SA Committee and will be an active asset to the team.

TAS

Our Tasmanian Committee presented only a limited number of the events that they had planned for, as several had to be cancelled or postponed due to local COVID restrictions and mainland travel bans.

Sadly, Carly Haslam-Coates has stepped down, yet has been ably replaced by Anthony-Sabastian Tran for 2021/22.

VIC

The VIC Committee continues to be actively engaged in hosting events, considering the lengthy lockdowns faced over the past financial year. Again in 2020/21 the VIC Committee were able to replicate a number of events that could be sent interstate to support other Committees, namely The Ancient Cradle, The Rise of Sparklers, and the South African masterclass.

WA

In July 2020 a new WA Committee of Sarah Atkinson and Mirco Tarducci was appointed, and since then have been able to support their local members with 3 in-person events.

For 2021/2022, Sarah and Mirco have been joined by ex-Melbourne sommelier Yu Kurosawa on the Committee.

[Type text]

### State Committees

#### NSW Events Committee

Kim Bickley  
Jarrett Michael Buffington  
Matt Dunne  
Louella Matthews  
Ben Moechtar  
David Murphy  
Bridget Raffal  
Greg Richardson  
Mirko Scanu

#### VIC Events Committee

Sarah Andrew  
Wiremu Andrews  
Loic Avril  
Matt Brooke  
Lisa Cardelli  
Chris Crawford  
Greg Lightfoot  
Evan Milne  
Liam O'Brien

#### National Executive Committee

Sarah Andrew (VIC) - Co-President  
Chris Crawford (VIC) - Co-President  
Louella Matthews (NSW) - Vice-President  
Greg Richardson (NSW) - Treasurer  
David Murphy (NSW)  
Ben Moechtar (NSW)  
Liam O'Brien (VIC)

#### QLD Events Committee

Jenny Polack  
Marin van der Klooster

#### TAS Events Committee

Pip Anderson  
Curly Halsam Coates  
Stan Zheng

#### Incoming Committee members

SA: Bhatia Dheeraj  
QLD: Ceri Kidby-Salom  
NSW: Saranya Kundasamy  
WA: Yu Kurasawa  
VIC: Osvaldo Tognella  
TAS: Anthony-Sabastian Tran

#### SA Events Committee

James Boden  
Geoffrey Hunt  
Marcell Kustos

#### WA Events Committee

Sarah Atkinson  
Mirco Tarducci

### d. Membership

The membership figures for 2020/2021 are heartening considering the financial impact COVID-19 had on thousands of people across hospitality and associated industries.

2020/2021	TOTAL	ACT	NSW	QLD	SA	TAS	VIC	WA
<b>Individual</b>								
Enthusiast	40	-	17	6	1	-	14	2
Professional	170	3	51	17	9	17	60	13
	<b>210</b>	<b>3</b>	<b>68</b>	<b>23</b>	<b>10</b>	<b>17</b>	<b>74</b>	<b>15</b>
2019/2020	194							
<b>Company</b>								
Bronze	16							
Silver	4							
Gold	4							

#### Membership renewal for 2020/2021

As the association was unable to offer the same number and calibre of events as previously due to COVID restrictions, to create additional value for members wanting to renew for the 2020/2021 period, the first 100 members to renew received a gift pack valued at \$100+ RRP.

The gift packs were all generously supplied free of charge by a number of our Company members and industry supporters, with Sommeliers Australia covering the cost of delivery where required.

[Type text]

### **Helping Hand Membership initiative**

The Helping Hand Membership initiative was offered to renewing members in June 2020 ahead of the 2020/2021 renewal period. Sommeliers Australia offered a complimentary Helping Hand Membership to those Professional or Enthusiast members who experienced financial hardship due to COVID-19 and were unable to commit to the cost of 2020/2021 membership renewal.

Approximately 6 Helping Hand Memberships were issued at the cost of \$990 to the association.

### **Hospitality Education Grant**

As part of the Hospitality Education Grant initiative activated in May 2020 (as outlined at the 2019/2020 AGM held in February), the 56 Grant recipients were each awarded a Professional membership for the 2020/2021 period, at the cost of \$9240 to the association.

## **5. Election of National Executive Committee members**

### **NEC nominees for 2021/2022**

<b>from NSW</b>	<b>from VIC</b>	<b>from SA</b>
Louella Matthews	Sarah Andrew *	Marcell Kustos
David Murphy	Wiremu Andrews	
Ben Moechtar	Chris Crawford *	
Bridget Raffal	Liam O'Brien	
Greg Richardson		

\* NOTED: During the 2018 AGM, Sarah Andrew and Chris Crawford agreed to act as Co-Presidents until the 2021 AGM. The position of President is now up for re-election from amongst the incoming NEC members.

All nominees were voted for by those in attendance. All nominees were elected to sit on the 2021/22 National Executive Committee.

NEC Office Bearing roles will be decided on during the first meeting of the new NEC.

## **6. General business**

### **a. National governance**

#### **i. Responsibilities of National Executive Committee members**

Key responsibilities of the National Executive Committee

- NEC tenure is from AGM until the following year's AGM.
- NEC is responsible for the ongoing national management of the association.
- NEC is responsible for the planning and execution of all major National (and international) events. e.g ASI Certification Exam, Education Scholarship, Best Sommelier of Australia, etc.
- NEC ensures that directives from the National level are passed onto State Committees, so the association maintains cohesion in its approach and focus.

Constitution

- In 2019/2020 the NEC embarked on having a new Constitution written, after many years of following the Replaceable Rules, as outlined by government regulations.
- A draft has been prepared by O'Hallorans Lawyers (Sydney).
- COVID restrictions have delayed the review of the draft, however the NEC will endeavour to submit changes to O'Hallorans over the next few months.
- It is hoped that a new Constitution can be voted in by Sommeliers Australia members at the next AGM.
- Thank you to all who have been involved.



[Type text]

**b. Major events updates for 2021/2022**

**i. ASI International Sommelier Diploma certification**

- ASI has announced the 2022 Diploma will be held on Monday 14 March.
- The NEC has confirmed that Sommeliers Australia will offer members the opportunity to sit the 2022 Diploma in both Melbourne and Sydney.
- Professional members will be invited to submit an Expression of Interest to sit the Diploma in coming months.

**ii. Sommeliers Australia Education Scholarship**

- The Education Scholarship provides 12 up-and-coming Sommeliers with the opportunity to undergo intensive palate training/calibration across a 3 day programme, culminating in one scholar being awarded Dux.
- Conducted every three years, the Education Scholarship is due to be held in 2022.
- The incoming NEC has this event high on the agenda for discussion; with uncertainty surrounding COVID-normal activity many practical details will need to be considered.

**iii. ASI Best Sommelier of Asia Oceania 2022**

Competition preparation:

- International COVID restrictions over the past 18+ months has required ASI's entire international competition programme for 2020 / 2021 / 2022 to be rescheduled.
- Best Sommelier of Asia Oceania 2021 was rescheduled for September 2022, to be hosted by Sommeliers Australia.
- Since being awarded the hosting rights in 2019, an NEC BSAO sub-committee have:
  - Prepared a budget and programme itinerary,
  - Prepared sponsorship presentations, covering both major and minor sponsorship requirements,
  - Discussions have been initiated with potential major sponsors over the past 3 years to secure the \$400,000+ required to host this prestigious regional competition.
- With no clear understanding of when international borders will reopen or quarantine guidelines (for international candidates, judges and ASI representatives) forward planning for this major event has become increasingly difficult.
- In early August 2021, the NEC made the difficult decision to withdraw from hosting the 2022 competition, to allow a more centrally located ASI Asia Oceania member (with a less restrictive border policy) the opportunity step into the hosting role and 12 months to prepare.
- At a meeting of the ASI Asia Oceania Presidents in mid-August, the Taiwan Sommelier Association confirmed that they would host the 2022 competition.
- Australia would like to be considered again as a future competition host.

Candidate preparation:

- Each ASI Asia Oceania member nation is eligible to send two candidates to compete at the regional competition.
- The results of the Best Sommelier of Australia 2021 competition, will see Chris Ryan and Paolo Saccone represent Sommeliers Australia in Taiwan (travel restrictions allowing).
- Guided by Sarah Andrew and supported by Loic Avril (our previous Best Sommelier of the World representative), a BSAO preparation programme is due to begin in late September 2021.

[Type text]

- Chris Ryan will also be learning French in the lead up to the competition to be able to compete in a second language (as required by ASI).

### **c. Association initiatives**

#### **i. Diversity & Inclusion Working Group update**

The Diversity & Inclusion Working Group formed in January 2021 to consider how Sommeliers Australia could encourage greater diversity and inclusion within the association.

Chaired by Sarah Andrew, the Working Group includes:

Wiremu Andrews ( <i>VIC Committee</i> )	Zoe Brunton
Lisa Cardelli ( <i>VIC Committee</i> )	Barry Freedman
Chris Crawford ( <i>VIC Committee</i> )	Meira Harel
Liam O'Brien ( <i>VIC Committee</i> )	Dr. Rod Hunt
Bridget Raffal ( <i>NSW Committee</i> )	Noah Rozenfeld

Curly Halsam-Coates

The Working group meets once a month.

To date the Working Group has:

- Drafted a Code of Conduct for the NEC to review and approve,
- Hosted Diversity & Inclusion Forum for Wine & Hospitality Professionals (online, June 2021) with Dr Bree Gorman as moderator,
- 6 key areas were identified by Forum attendees as needing to be addressed by industry:
  1. Flexibility
  2. Inclusive Leadership
  3. Ageism
  4. Bias in recruitment and promotion
  5. Microaggressions
  5. Language
- Continued to review the *D & I Forum* outcomes and discuss how these can be best incorporated into the association's activities.

Looking forward, the Working Group is planning for 2021/2022 (and beyond):

- Retained Dr Bree Gorman (Gorman Consulting) to guide D & I strategy,
- Developed a workshop series focusing on D & I in the workplace and LGBTIQ+ for members,
- Scheduled regular D & I focused social media content,
- Started networking with businesses working well in the D & I space,
- Developed an International ASI Diploma for Sommelier certification scholarship to help prepare and support female sommeliers for the qualification, with extra masterclasses and networking.

There is an opportunity for Sommeliers Australia to apply for D&I funding through the Gerard Basset Foundation. Sarah has submitted an application to cover the cost of activities addressing gender imbalance over the next 3 years; the results will be made known in late October. It has been suggested that monies would be available for Australia to help address key areas of need and upskilling.

Should our application be unsuccessful, Wine Australia has agreed that sponsorship funds previously received to assist with BSAO expense can be redirected to support Sommeliers Australia's D&I activity.

A big shout out to the those on the D&I Working Group for their dedication to the D&I space and their input every month; we are already better professionals in understanding this space.

Chris: Thank you to Sarah for chairing this amazing initiative, it really is an industry standard we should all be adhering to and the work is incredibly important.

### **7. Next AGM date**

[Type text]

The 2021/2022 AGM is required to be held within three months after the end of the financial year.

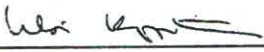
August 2022 has been provisionally agreed to.

**8. Meeting closes**

Meeting closed at 12.01pm.

---

**Minutes prepared by: Imbi Knappstein**

Signature  \_\_\_\_\_

Date: 31/10/2021

**Directors/Co-Presidents signatures:**

Sarah Andrew

Signature  \_\_\_\_\_

Date: 24/05/22

Chris Crawford

Signature  \_\_\_\_\_

Date: 12/5/22

**Financial statements prepared by: Trish Redman**

Signature  \_\_\_\_\_

Date: 30/6/2022

[Type text]

## APPENDICIES – FINANCIAL STATEMENTS

### Trading Statement – for the year ending 30 June 2021

	2021	2020
<b>Trading Income</b>		
Corporate Membership	9,892.85	2,755.08
Event Income	16,573.22	19,610.68
Individual Membership	13,469.85	15,161.23
Sponsorships	8,245.45	34,351.51
Sponsorship & tickets - Best Sommelier Competition	30,555.53	-
Website Advertising	818.17	1,327.26
<b>Total Trading Income</b>	<b>79,555.07</b>	<b>73,205.76</b>
<b>Cost of Sales</b>		
ASI 2021 Oceania Competition Expenses	3,655.60	-
ASI International Sommelier Competition Expenses	-	3,062.72
Coravin Sales & Purchases - Samuel Smith & Sons	-	284.36
Education Scholarship Expenses	-	10,490.58
Event Expenses	20,284.87	19,857.09
Event Exps - Best Sommelier Competition Australia	21,514.52	-
WSET Hospitality Courses	163.45	3,662.46
<b>Total Cost of Sales</b>	<b>45,618.44</b>	<b>37,357.21</b>
<b>Gross Profit</b>	<b>33,936.63</b>	<b>35,848.55</b>
<b>Other Income</b>		
ATO COVID Jobkeeper Income	16,500.00	9,000.00
Interest Income	56.95	412.70
Other Revenue	1,877.53	-
<b>Total Other Income</b>	<b>18,434.48</b>	<b>9,412.70</b>
<b>Operating Expenses</b>		
Accounting / Bookkeeping	5,000.00	5,000.00
Admin & Office expenses	1,907.50	3,951.94
ASI Fees	1,646.24	2,309.38
Computer Software expenses	1,775.57	1,205.65
Consulting Fees	1,818.18	-
Contractors - Admin	44,121.85	32,900.50
Contractors - Projects	1,110.00	-
Insurance	1,290.91	1,277.27
Superannuation	4,150.00	1,950.00
Travel - ASI Meetings	-	1,875.13
Travel - National	-	1,203.04
Travel - National Committee	175.09	2,567.09
Website Expenses	6,794.64	5,809.00
<b>Total Operating Expenses</b>	<b>69,789.98</b>	<b>60,049.00</b>
<b>Net Profit</b>	<b>(17,418.87)</b>	<b>(14,787.75)</b>

[Type text]

## Balance Sheet – for the year ending 30 June 2021

	30 JUN 2021	30 JUN 2020	30 JUN 2019
<b>Assets</b>			
<b>Bank</b>			
ANZ Business Account	1,192.58	3,490.92	9,793.37
ANZ Online Saver	-	-	59,654.08
Bank Aust Commercial Access	43,059.19	78,112.37	25,930.71
BSQ Savings Ac	41,533.89	27,677.75	-
Commercial Saver	1,632.58	3,368.88	389.07
<b>Total Bank</b>	<b>87,418.24</b>	<b>112,649.92</b>	<b>95,767.23</b>
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable	990.00	-	-
Accrued Expenses	-	4,662.46	285.00
GST	(388.51)	1,805.40	7,123.99
Income in Advance - Education Scholarship	-	14,545.44	10,454.54
Income received in advance - Wine Aust	41,300.00	45,000.00	20,000.00
<b>Total Current Liabilities</b>	<b>41,901.49</b>	<b>66,013.30</b>	<b>37,863.53</b>
<b>Total Liabilities</b>	<b>41,901.49</b>	<b>66,013.30</b>	<b>37,863.53</b>
<b>Net Assets</b>	<b>53,686.75</b>	<b>71,105.62</b>	<b>87,187.55</b>
<b>Equity</b>			
Current Year Earnings	(17,418.87)	(14,787.75)	(1,938.66)
Retained Earnings	71,105.62	85,893.37	89,126.21
<b>Total Equity</b>	<b>53,686.75</b>	<b>71,105.62</b>	<b>87,187.55</b>