

National 2023 Annual General Meeting Tuesday 3 October 2023

Time: 11am-12pm AEDT

Online venue: Zoom

<https://us06web.zoom.us/j/83343554154?pwd=R3RLNHBTcTZFdjZ3VWE5Ym0xQTlMUT09>

MINUTES

Meeting opened at 11.05am

1. Apologies and attendances, proxies noted

APOLOGIES

Member name	State	Member name	State
Michael Fisher	TAS	Ella Stening	NSW
Evan Milne	VIC	John MacKinnon	NSW
Jenny Polack	VIC		

ATTENDEES

Member name	State	Member name	State
Trish Redman	NSW	Mirco Tarducci	WA
Liam O'Brien	VIC	David Murphy	NSW
Louella Mathews	NSW	Greg Lightfoot	VIC
Bridget Raffal	NSW	Devon Cruickshank	TAS
Wiremu Andrews	VIC	Jessica Ochoco	VIC
Luigi Celiento	NSW	Tim O'Donnell	VIC
Charlotte Stevens	NSW	Alison Harvie	NSW
Sarah Andrew	VIC	Jack Harris	NSW
Mark Snow	QLD	Gill Sykes	VIC
Trent Everitt	WA	Foni Pollitt	WA
Ilesha Poor	WA	Yu Kurosawa	WA
Mia Park	VIC	Matt Dunne	NSW

PROXY

Noah Rozenfeld (VIC) proxy to Sarah Andrew

2. Welcome from President

President and meeting Chair, Sarah Andrew, welcomed all attending members.

3. Summary of previous meeting

Summary of 2021/2022 AGM

- Post COVID-19, 2021-22 has been an even tougher year for the hospitality and wine industry.

- Sommeliers Australia maintained diverse and engaged State Event Committees, and was supported by a streamlined National Executive. Committees at both State and National level were committed to supporting members with education and career development opportunities.
- Sommeliers Australia Limited has made losses over the last 3 years, with 2022 the most significant. Fortunately, Sommeliers Australia has had money in the bank to weather this worldwide (COVID-related) storm:
 - Total Assets of \$89,991
 - Total Liabilities of \$74,497 resulting in Net Assets of \$15,494
 - Cash at Bank at 30 June 2022 totaled \$69,907

ACCEPTED BY: Sarah Andrew

SECONDED: Bridget Raffal

4. Reports

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

Last year I shared my mindfulness journey with Bronnie Ware's *'The Top Five Regrets of the Dying'* with five key reference points and I am tracking well with one big one still to achieve but this is a work in progress – ***I wish I had not worked so hard***

1. I wish I had had the courage to live a life true to myself
2. I wish I had not worked so hard
3. I wish I had the courage to express my feelings
4. I wish I had stayed in touch with my friends
5. I wish I had let myself be happier

The year prior I titled the President's report *'storytelling'* and spoke about the art of storytelling and the impact of the pandemic that prevented us from doing this for so long. I acknowledged being 'unhinged' and disconnected from the industry we love so much and drew reference to the long-standing connection to the land and storytelling by Aboriginal and Torres Strait Islander cultures.

This year I would like to focus on *'togetherness'* and what that means for our industry and those of us working and playing in this environment. Togetherness is a way of bringing people together, united in friendship and understanding, connected, a desire to be together. Togetherness is essential for human well-being.

In the last few weeks I have been included in several events with togetherness at their core – none greater or more poignant than the other but activities we all take part in in our everyday life: travelling to London with colleagues from around the world to study beer ahead of the WSET launch in February; celebrating a WSET Diploma exam pass with a Sommeliers Australia member and their partner; attending the Qantas Wine List of the Year awards (very much a voyeur at this event but enriched from attending); Sommeliers Australia beer masterclass last week and two wine trade events in consecutive weeks.

So here we are 12 months on, accepting the new norm that has settled in, and with that the highs and lows that life throws in our direction. Hopefully this might resonate, but also act as a reminder about the benefits of togetherness and what this brings to our professional and personal lives. By association Sommeliers Australia offers this through our committees, members and sponsors and for this I am grateful.

With such a diverse and talented NEC, we are supported by wonderful state chapters, supporters of old and new additions to bring drive and energy to our dynamic association. The ongoing efforts of all, including our member contributions keep me going and striving for purpose, engagement and at times just great networking, collaboration and fun!

To highlight a few key achievements – and by no means absolute – we achieved the following:

- ASI Best Sommelier Asia Oceania 2022 – Japan with Loic Avril placing 3rd & Paolo Saccone 8th
- ASI Best Sommelier of the World 2023 – Paris with Paolo Saccone representing Australia and Chris Ryan supporting the competition despite being Australia's current Best Sommelier
- ASI Bootcamp Malaysia 2022 (Chris Ryan and Mirco Tarducci) and pending ASI Bootcamp Americas 2023 in Ecuador (Justin Biskup)

- ASI Certificate One and Two (pending)
- ASI Diploma March '23 – successful pre-training boot camp with four candidates and 2 successfully completing assessment, William Daniel in Sydney and Hiroki Fujimitsu in Melbourne. The aim is to run this again if demand requests this over four weeks in February 2024
- International Women's Day funded by Champagne Bureau, thank you John Noble – fabulous Champagne packs were sent to most states, allowing for each state to host their own celebration with a focus on Champagne
- Supported approx. 40 events (9 up on last year) over the calendar year

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!

Bridget – as VP thank you for your ongoing contribution to the association but more importantly your questioning to move us forward and make us more relevant to younger professional members. When you question and challenge the status quo it is always backed with an option for a better approach / answer / directive and this has contributed to significant change to our membership recruitment, day to day activities and events.

A credit to all committee involved in curating, organising and hosting these events – a big thank you to those directly involved and each state chapter.

A big thank you to all our outgoing committee members including Mirko Scanu, Ceri Ford, James Boden, Loic Avril, Osvaldo Tognella, Stan Zheng and Sarah Atkinson – your time effort, events and promotion of Sommeliers Australia has been much appreciated.

And welcome to incoming committee members, Tim O'Donnell (NEC) – Gill Sykes (VIC) – Luigi Celiento (NSW) – Shaughn Jenkins (SA) – Trent Everitt and Ilesha Poor (WA) plus Jessica Ochoco (National Events Coordinator).

With operational changes to streamline events for greater efficiency, 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 2024. Ongoing support from sponsors and corporate members is very much appreciated. Keep well, stay healthy and connected through Sommeliers Australia – and give 'the 3rd space a go – its magic.'

b. Treasurer – prepared and presented by Treasurer Louella Mathews

2022-2023 has nearly returned the Hospitality Industry to Business as usual. 'Nearly' being the operative word, as there are still major staff shortages, and we are about to head into another busy Christmas season with tourists starting to arrive in Australia once again.

This was the first time in three years that Sommeliers Australia has been in the green with in-house events taking the lead again and doubling in revenue, so thankyou to everyone's huge efforts!

Fortunately, from previous sponsorships, Sommeliers Australia still has money reserves in the bank:

- Cash reserves at 30/6/2023 total \$54,568 (21-22 was \$69,907)

Here is a summary of the Financial Results for the 2022/23 year.

Operating Result: 2022/23 year

Income	\$121,750.39	
Interest income	\$ 234.97	<u>\$121,985.36</u>
Less: COS – events		- \$ 56,750.29
Less: Expenses	\$ 63,293.66	- <u>\$120,043.95</u>
Net Profit		\$ 1,941.41

Summary:

- **2022/23 Total Income = \$121,985** (21-22 year was \$44,660)
173% increase
Majority event income, sponsorships then memberships
- **2022/23 Cost of Sales = \$56,750** (21-22 year was \$18,287)
210% increase
Majority event & educational
- **Gross Profit = \$65,000** (21-22 year GP was \$26,372)
146% increase
- **Operating Expenses = \$63,293** (21-22 year was \$64,602)
2% decrease
Majority wages/salaries/accounting fees

Net Profit: \$1941.41 (21-22 -\$38,912)

Well done team!!!

A huge thank you to our National Executive team, as this time last year they made the decision to reduce the Professional membership to make it more affordable for those starting out in their hospitality career.

Plus offered and promoted the membership to all walks of wine life – from trade to winemakers to wine media etc. And increasing the price of the Enthusiast membership recognising that most Wine Enthusiasts in general tend to have a higher income [than those in hospitality].

Results include: Professional Membership is up 59% growing from 143 members to 242. The Enthusiast Membership did drop 53% that could be because of a few factors:

- Too expensive
- Members jumped to Professional as we encouraged other wine employment avenues

The NEC will reflect on this in the coming months, however this doesn't affect the bottom line as much, as Enthusiasts reflects roughly 10% of membership – which seems normal.

Also, a huge thank you to Imbi, as she transitioned the payment cycle for Sommeliers Australia to be debited annually instead of prompting the member to apply again – where previously we lost a lot of memberships just through general administration.

Lastly, the Educational Scholarship, and ASI certifications have done wonders as well for the membership intake. These are both huge projects so thank you to all who participated and making the Sommeliers Australia Membership a prerequisite was an excellent incentive.

Room for improvement – As always is Corporate Membership from our sponsors. Any ideas are welcomed into how this can be achieved. The idea is to attract the people who benefit from the work of the Wine Trade especially on the floor – Barristers, Lawyers, Accountants, Financial Advisors etc.

Concerns for 2024 – Maintaining membership in the current cost of living crisis and possibly offering extra support/scholarships for training.

Any other questions please feel free to reach out, and again a huge thank you to all our committee members – both NEC and State, as these numbers reflect your hard work in creating an amazing community within Sommeliers Australia.

c. State Event Committees – Events summaries

– prepared and presented by Executive Officer Imbi Knappstein

As a not-for-profit, volunteer managed association Sommeliers Australia is heavily reliant on our active Committee members. These individuals offer their time and expertise to not only support the education and career development of our members across the country, but to guide the association into the future.

With COVID restrictions now a thing of the past, staff shortages and economic pressures have become the challenge of today's hospitality environment.

However, our 30+ Committee members nationally – at both state and national level – have remained steadfast in their commitment to give back to the industry. Huge thanks to all of our Committee members for their contribution.

And our utmost thanks to President Sarah Andrew and Vice-President Bridget Raffal for their continued engagement and dedication to Sommeliers Australia. Their leadership has continued to have a positive impact on the association's engagement with industry, to the benefit of our members.

Thank you also to our accountant Trish Redman for her support and efforts in managing the finances of the association.

Event Committees nationally 2022/2023

NSW Committee	QLD Committee	VIC Committee	WA Committee	National Exec. Committee
Kim Bickley	Jenny Polack	Sarah Andrew	Trent Everitt *	Sarah Andrew (VIC) - President
Luigi Celiento *	Mark Snow *	Wiremu Andrews	Yu Kurosawa	Bridget Raffal (NSW) - Vice-Pres.
Matt Dunne		Susei Ko	Foni Pollitt	Louella Mathews (NSW) - Treas.
John MacKinnon	SA Committee	Greg Lightfoot	Iesha Poor *	Wiremu Andrews (VIC)
Louella Mathews	Shaughn Jenkins *	Evan Milne	Mirco Tarducci	David Murphy (NSW)
David Murphy	Marcell Kustos	Liam O'Brien		Liam O'Brien (VIC)
Bridget Raffal		Tim O'Donnell		
Ella Stening	TAS Committee	Noah Rozenfeld		
Charlotte Stevens	Michael Fisher	Gill Sykes		
	David Newman			

* NEW Committee members for 2023/2024

Committee members having stepped down during 2022/2023 are: Mirko Scanu (NSW), Ceri Ford (QLD), James Boden (SA), Loic Avril, Osvaldo Tognella, Stan Zheng (VIC) and Sarah Atkinson (WA).

National events schedule for 2022/2023

July to December 2022 events			January to June 2023 events		
1 & 2 Aug	VIC	Champagne workshops	30-Jan	Dip. candidates	ASI Diploma Bootcamp - Session 1
8-Aug	VIC	Organic Journey: A Masterclass	6-Feb	Dip. candidates	ASI Diploma Bootcamp - Session 2
9-Aug	NSW	Organic Journey: A Masterclass	6-Feb	VIC	NoLo Wine masterclass
15-Aug	QLD	Organic Journey: A Masterclass	13-Feb	Dip. candidates	ASI Diploma Bootcamp - Session 3
15 & 16 Aug	NSW	Champagne Workshop	20-Feb	Dip. Candidates	ASI Diploma Bootcamp - Session 4
28-31 Aug	NAT	Education Scholarship	21-Feb	WA	RIEDEL Sensory Workshop
12-Sep	SA	Champagne Workshop	26-Feb	NSW	Warriors of NSW Wine Long Lunch
18-Sep	VIC	Warriors of Wine Long Lunch	27-Feb	Dip. candidates	ASI Diploma Bootcamp - Session 5
19-Sep	QLD	Champagne Workshop	28-Feb	VIC	The NoLo Category: COGS & Masterclass
17-Oct	VIC	Exploration of NZ Chardonnay & Pinot Noir	6-Mar	SA	Womens Day x Champagne event
11-Oct	NAT / ONLINE	Annual General Meeting (2021/22)	7-Mar	VIC	Womens Day x Champagne event
8-Nov	WA	Uncovering Nebbiolo: A Masterclass	8-Mar	WA	Womens Day x Champagne event
20-Nov	NSW	BYO Bubbles Brunch	8-Mar	NSW	Womens Day x Champagne event
21-Nov	ASI / NAT	ASI Certification 1	13-Mar	ASI / NAT	ASI Diploma
6-Dec	VIC	Celebration Season Dinner	21-Mar	VIC	RIEDEL Sensory Workshop
13-Dec	SA	Farewell 2022: Dinner & BYO	3-Apr	TAS	Chardonnay Benchmarking
			17-Apr	SA	RIEDEL Sensory Workshop
			24-Apr	TAS	Champagne Masterclass
			2-May	QLD	RIEDEL Sensory Workshop
			29-May	NAT / ONLINE	Wine Writing Like a Pro
			5-Jun	VIC	NZW Somewhat Sommit
			6-Jun	QLD	NZW Somewhat Sommit
			13-Jun	VIC	Net-wine-ing
			27-Jun	NAT / ONLINE	COGSpitality

National events

During the 2022/2023 reporting period, 3 major education opportunities were offered to members nationally.

1. In late August 2022 the Education Scholarship gave 12 selected Scholars the opportunity to learn from expert tutors and develop their skills in tasting, assessment and articulation.
2. On 21 November, the ASI Certification 1 exam was held across the country, with candidates sitting for assessment in Adelaide, Brisbane, Hobart, Melbourne and Sydney.
3. On 13 March, the ASI Diploma assessment was held in Sydney, with candidates from Queensland, New South Wales and Victoria taking part.

In the lead-up to the Diploma assessment, registered candidates were offered the chance to undertake a 5 week Diploma Bootcamp. Each weekly session focussed on a different assessment component known to be included in the Diploma.

A huge thank you to Sarah Andrew for developing this initiative, and to previous ASI Diploma recipients – Loic Avril, Max Gurtler, Chris Ryan and Paolo Saccone – for their assistance with conducting the programme.

State-based events

	AGM PERIOD			PREVIOUS PERIOD
	July-Dec 2022	Jan-June 2023	2022/2023 TOTAL EVENTS	2021/ 2022 TOTAL EVENTS
STATE				
NSW	3	2	5	6
QLD	2	2	4	2
SA	2	2	4	3
TAS	0	2	2	3
VIC	5	6	11	12
WA	2	1	3	5
NATIONAL	2	1	3	N/A
ONLINE	1	7	8	(18 online)
			40	31

In the 2022/2023 period, State Event Committees were able to refocus on conducting in-person events for local members and non-members.

NSW: 5 in-person events

QLD: 4 events

SA: 4 events

TAS: 2 events, with a brand new Tasmanian Committee forming at the end of 2022, after Pip Anderson stepped down from the Committee in September.

VIC: 11 events

WA: 3 events

Online events

In addition, 8 online events were conducted throughout the reporting period. Hosted by Committee members across the country, these events provided our national audience access to learn from key industry guests and experts.

These online events were popular and a great way for members to connect. We will continue to offer a limited number of online events into the future.

Key events

During 2022/2023 we were fortunate enough to receive some great support from our industry Partners, allowing the association to conduct several event 'roadshows' across multiple states.

These included:

- Champagne workshops and International Women's Day tastings, with thanks to Champagne Bureau Australia
- The Organic Journey masterclass series, supported by Voyager Estate
- RIEDEL sensory workshops in collaboration with our glassware partner RIEDEL
- And in collaboration with New Zealand Winegrowers, the Somewhat Sommit immersion programmes.

On behalf of both the National Executive Committee and Event Committees, I would like to thank all our Partners, Company members and supportive distributors and producers for their contributions to our activities. I would also like to extend our thanks to all of the venues who have been so generous over the past year in supporting our events.

As an association we are in a privileged position to act as a gateway between the wine and hospitality industries. As such we thank our contacts in both sectors for their ongoing support.

d. Membership – prepared and presented by Executive Officer Imbi Knappstein

Membership figures for the 2022/2023 reporting period totalled **265 members**, which is up 79 members on last year's 186 members.

This increased engagement could be the outcome of two key things:

1. Firstly, in the lead up to the 2022/2023 membership renewal period, the National Executive Committee reviewed the association's membership offerings and sought feedback from members.

Based on their research, it was agreed that membership prices needed to shift, making the association more accessible for Professional members.

The annual membership for Professional members was reduced to \$100, and Enthusiast membership increased marginally to \$125.

2. Secondly, with COVID restrictions a thing of the past, we were able to offer more in-person events for the benefit of members, and through our connection with ASI our members can now sit for 3 levels of internationally recognised certification, depending on their level of experience.

Plus, with platforms such as Zoom now playing a pivotal role in national communication, we have been able to develop online events that offer our national audience the opportunity to learn from and connect with expert speakers from across the country.

As we move into the 2023/2024 membership period, I am confident that the association will remain strong and continue to engage with established and new members.

Both National and State Committee's will continue to develop more industry specific education events and initiatives, covering a wide range of topics and points of interest, not only for the benefit of our members, but for industry at large to participate in.

2022/2023	TOTAL	ACT	NSW	QLD	SA	TAS	VIC	WA	2021/2022
Individual									
Professional	242	4	74	24	16	14	92	18	143
Enthusiast	23	-	11	2	1	-	8	1	43
	265	4	85	26	17	14	100	19	186

Company	
Bronze	11
Silver	8
Gold	3

5. Election of National Executive Committee members

Nominations for National Executive Committee are put forward by each State Committee. Nominees agree to commit to the national management of the association, in addition to the nominee contributing to their State Committee.

NEC nominees for 2023/2024 are:

from NSW

Louella Mathews
David Murphy
Bridget Raffal

from VIC

Sarah Andrew
Wiremu Andrews
Liam O'Brien
Tim O'Donnell

All nominees were voted for by those in attendance.

Voting results indicate that all nominees were elected to sit on the 2022/2023 National Executive Committee. Office Bearing roles will be decided on during the first meeting of the new NEC.

Sarah Andrew commented: *I would just like to take this opportunity to thank our historical NEC, it is a big commitment and responsibilities do come with that. I'd like to mirror Louella's comments to say that I've really enjoyed the changes that SA are making and the way we're moving forward collectively. I really enjoy working with the National committee; I'm really excited to have Tim O'Donnell join us, from Melbourne, Tim's given some great contributions to the VIC state chapter and I believe with his background in education and knowledge of the wine industry he'll make a valuable contribution to the NEC. So welcome Tim and thank you all for staying on for another 12 months.*

With that I'd like to take the opportunity to very much thank our Executive Officer, Imbi Knappstein, on behalf of the whole association, all of the committees and the members. Imbi, without you doing what you do we would not have an association. It is also wonderful to know that we have Jessica Ochoco who has joined us as National Events Coordinator, and I really am excited to see the two of you working together, collectively playing to your strengths for the best outcome of our members over the next 12 months.

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

b. Major events updates for 2023/2024 and beyond

i. ASI certification exams

ASI now provides its national association members the opportunity to offer three levels of internationally recognised certification:

- ASI Certification 1 - date TBC for 2024.
- ASI Certification 2 - date TBC for late 2023.
- ASI Diploma Certification 2 – confirmed for Monday 4 March 2024 in Melbourne

Sarah Andrew commented: *We now have three levels for sommeliers to take part at; Certification 1 which we trialled in its infancy; dates are to be confirmed for 2024.*

There will be the opportunity for Certification 2 in November this year, all of the guidelines are being finalised by ASI as we speak, and should be released in the coming week. For the first time ever, we as an association have the opportunity to set the date for that, so unlike the launch of Certification 1 which was on Friday 10 December 2022 – the most ridiculous day of the week in the most ridiculous month of the year – we will try to schedule this as early as possible in November for those wishing to register for Certification 2.

And ASI Diploma certification has been confirmed for Monday 4 March. I am very pleased to see that I do believe this is not Labour Day so for the third year in a row I do not have to give up a public holiday! It definitely will be a Monday and will this time be hosted this time just in Melbourne due to expenses. So that's for everyone to be aware of that we'll be running that in Melbourne with a four week bootcamp prior, to set those involved up for the greatest success.

ii. Best Sommelier of Australia 2024

Best Sommelier of Australia is a triennial event, last held in 2021.

- Candidates from across the country are invited to participate and sit the Stage 1 entrance exam – tasting and theory.
- The Top 12 performers from the entrance exam move through to Stage 2 Semi-Final round – tasting, theory and practical.
- The three best performers from Stage 2 will move through to the Stage 3 Finals.

In reciprocal arrangements with New Zealand Sommeliers & Wine Professionals and Japan Sommeliers Association, a select number of international candidates will be invited to participate in Best Sommelier of Australia.

- International candidates will not be eligible to win the Best Sommelier title, but take part for the international competition experience.

Competition planning

- Planning for the competition will start in the next couple of months.

Competition Partners

- The Best Sommelier of Australia will be looking for financial support from industry Partners, as well as support from venue and accommodation suppliers.

Sarah Andrew commented: *We are having discussions about running Stages 2 and 3 all on the one day, which we haven't done historically, but there is merit with people moving around [with candidates and judges travelling from interstate] that capturing them all on the one day. This is still a work in progress, and the dates are yet to be confirmed. But that is something that the National Committee will finalise prior to Christmas.*

We will be looking at a reciprocal arrangement with both New Zealand and Japan, as both countries that offered that to our members - twice in New Zealand and just recently with Japan – with Chris Ryan taking part. And all sommeliers who have taken part historically have said that is just a great value add in terms of

networking, upskilling, gaining a greater understanding, picking up new skills they didn't have before with a cultural overlay that is really exciting. Obviously they won't be able to win the competition but we will have some international sommeliers joining us which is really exciting.

Any queries, do reach out. If you want to find out more about this please reach out to info@sommeliers.com.au and any direct queries can either be fielded through to me or Imbi will be in a position to answer those questions.

But I do really encourage you to encourage other sommeliers to step into this space. In the 2021 competition we had 24 candidates of which only 2 identified as women, and the natural fallout we unfortunately didn't end up with any women or non-binary in the Top 12. We would be really keen to change this landscape and as much as possible the bootcamp that we're offering for ASI [Diploma] would be something we could also extend to anyone who is interested, keen, not quite sure to commit, there will be extra support to prepare for this [competition]. So please do consider it yourselves as a learning curve, opportunity. But also there might be some that you work with that really you think might benefit from this opportunity.

Bridget did you have any comments around this, the ASI Diploma, Best Sommelier?

Bridget Raffal commented: I would just encourage people to get involved in it – you can't win it if you don't apply, and I think that women in particular are often less inclined to throw their names in the hat.

So, I think you should tap somebody on the shoulder if you think they would benefit from it, give them a little push. It would be really great to see the numbers come up to closer to 50:50.

Sarah: Thanks Bridget. For anyone who thinks "I don't think I can win it", it's the journey where the value add is, it's the networking, it's meeting other sommeliers from around Australia.

As a marathon runner, I always say it's not the marathon on the day but it's the training done beforehand that is the big commitment and the big outcome, and I see this competition as the same. It's the opportunity to network, to connect, to upskill, that's the same, and it's the self investment as well. So let's see what this brings next year!

7. Next AGM date

The 2023/2024 AGM is required to be held within three months after the end of the financial year.

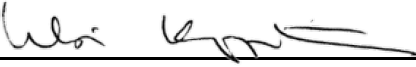
All attendees asked to submit their preference for dates – July/August/September/October – via the chat.

AGREED that 2023/2024 AGM will be provisionally set for August 2024.

8. Meeting closes

Meeting ends 11.52am

Minutes prepared by: Imbi Knappstein

Signature  _____

Date: 10/11/2023 _____

Director/President's signature: Sarah Andrew

Signature _____

Date: _____

Financial statements prepared by: Trish Redman

Signature _____

Date: _____

APPENDICIES – FINANCIAL STATEMENTS

Profit & Loss – for the year ending 30 June 2023

	2023	2022
Trading Income		
Corporate Membership	5,478.84	4,123.93
Event Income	40,535.45	17,613.49
Individual Membership	22,697.52	18,395.10
Sponsorships	14,649.00	1,090.90
Website Advertising	3,044.12	3,436.32
Sponsorship Income - Education Scholarship	35,345.46	-
Total Trading Income	121,750.39	44,659.74
Cost of Sales		
ASI International Sommelier Competition Expenses	15,940.26	1,496.02
Event Expenses	24,103.78	16,791.57
Education Scholarship Expenses	16,706.25	-
Total Cost of Sales	56,750.29	18,287.59
Gross Profit	65,000.10	26,372.15
Other Income		
Interest Income	234.97	38.14
Total Other Income	234.97	38.14
Operating Expenses		
Accounting / Bookkeeping	4,000.00	5,000.00
Admin & Office expenses	2,699.26	2,058.77
ASI Fees	2,987.04	1,502.55
Computer Software expenses	1,042.04	1,856.40
Contractors - Admin	5,310.00	44,737.50
Insurance	1,138.29	1,319.89
Superannuation	5,525.23	4,084.00
Wages and Salaries	36,216.00	-
Website Expenses	4,375.80	4,043.64
Total Operating Expenses	63,293.66	64,602.75
Net Profit	1,941.41	(38,192.46)

Balance Sheet – for the year ending 30 June 2023

	30 JUN 2023	30 JUN 2022
Assets		
Bank		
ANZ AU 013350 253656024	1,773.40	-
ANZ Business Account	-	137.62
Bank Aust Commercial Access	5,925.20	24,456.40
BSQ Savings Ac	38,453.82	41,377.03
Commercial Saver	2,905.06	3,935.73
Stripe AUD	5,510.33	-
Total Bank	54,567.81	69,906.78
Current Assets		
Accounts Receivable	150.00	14,300.00
Event Income - not yet received	-	230.00
Other Debtors	2,672.86	5,554.43
Total Current Assets	2,822.86	20,084.43
Total Assets	57,390.67	89,991.21
Liabilities		
Current Liabilities		
Accounts Payable	-	367.64
GST	1,047.92	3,829.28
Income in Advance - Education Scholarship	-	29,000.00
Income received in advance - Wine Aust	38,151.00	41,300.00
PAYG Withholdings Payable	608.00	-
Superannuation Payable	148.05	-
Total Current Liabilities	39,954.97	74,496.92
Total Liabilities	39,954.97	74,496.92
Net Assets	17,435.70	15,494.29
Equity		
Current Year Earnings	1,941.41	(38,192.46)
Retained Earnings	15,494.29	53,686.75
Total Equity	17,435.70	15,494.29