



THAMES AND CHILTERN VINEYARDS ASSOCIATION

Annual General Meeting 2018

11.00-13.00

Monday April 16th 2018

The Café at Cobbs Farm Shop & Kitchen, Bath Road, Hungerford, West Berkshire RG17 0SP

Minutes

1. Attendees

Title	FirstName	Surname	Vineyard
Ms	Holly & Javier	Morgan	Daws Hill Vineyard
Mr	Ian	Bowler	Bowler Oakfield Chartered Surveyors
Mr	Jan	Mirkowski	Fairmile Vineyard
Mrs	Sian	Liwicki	BothyVineyard
Mrs	Margaret	McVey-Dymond	
Mr	James	Gray	Bampton Vineyard
Mr & Mrs	Bob & Carol	Nielsen	Brightwell Vineyard
Mr & Mrs	Christopher & Leonie	Cooke	Winding wood Vineyard
Ms	Denise	Santilli	Linch Hill Vineyard
Mr	Tim	Chafor	The Chafor Wine Estate
Mr	Tom	Newey	Alder Ridge Vineyard
Ms	Robert	Louth	Winding Wood Vineyard
Ms	Elisabeth	Else	Consultant
Mr	Ian	Smith	
Mr	Mike	Dean	Vernon Lodge Vineyard

Apologies

Title	FirstName	Surname	Vineyard
Mr & Mrs	Barbara & Tony	Laithwaite	Wyfold Vineyard
Mr & Mrs	Anthony & Carol	Chapman	Hale Valley Vineyard
Mr & Mrs	Kaye & Henry	Laithwaite	Harrow & Hope Vineyard
Mr	Douglas	Palin	
Mr & Mrs	Oliver & Shelagh	Richardson	
Mrs	Feona	McKewan	Dropmore Vineyard
Mr	Patrick	Hurd	Hale Valley Vineyard
Mrs	Wendy	Sargeant	Fawley Vineyard
Mr	Simon	Tooley	Frithsden Vineyard
Mr	David	Palmer	
Mr	Ed	Mitcham	Mitcham Viticultural Services
Mr	Andy	Creighton	
Mrs	Patricia	Stefanowicz	
Mrs	Anne	Linder	Theale Vineyard / Direct Wines

2. Minutes & Actions from 2017 AGM

- AGM held by e-mail April 2017
- new members will join through WineGB in 2017-18
- The accounts were approved: net assets were £2413.89
- The following Officers & Members were elected to the committee for 2016-17:
 - **Chair & UKVA Representative:** Bob Nielsen, Brightwell Vineyard
 - **Vice-Chair & Technical Advisor:** Patricia Stefanowicz
 - **Hon Treasurer:** Sian Liwicki, Bothy Vineyard
 - **Hon Secretary:** Denise Santilli, Linch Hill Vineyard
 - **Ordinary Committee Members:** Margaret McVey; Phil Rossi, Oaken Grove Vineyard; Kaye Laithwaite, Harrow & Hope Vineyard; Christopher Cooke, Winding Wood Vineyard; Anne Linder, Direct Wines; Jan Mirkowski, Fairmile Vineyard
- T&CVA Wine Challenge held 4th Sept 2016, Harrow & Hope: 46 wines entered
- T&CVA Stickers purchased to affix to winning wines: still available to buy
- Engraving of trophies: costs to be borne by T&CVA
- T&CVA subscription fees: remain at £15 per annum

3. Chairman's Report: Bob Nielsen

- All change since last year – we are now WineGB
- Need to start with a clean slate and move forward. UKVA used to be run by the Regions, now it's the other way around
- We are independent of Wine GB, i.e. separate organisations, but we have a symbiotic relationship. Some Regions may decide to put themselves formally under the control of WineGB. Others may decide not to do this. The T&CVA have their own constitution – but this needs updating.
- We will not be able to vote for a Director of WineGB at the AGM. Nominations need 20 votes.
- The good news is that Wine GB has pooled the resources of the big producers and got them on board. With this extra resource, ideas can now be put in to action and there is a great window of opportunity to move some of the immovable issues e.g. reduction in cellar door tax. A coordinated and coherent argument can be made to the Government on how HMRC can benefit from these changes.
- English Wines are now so much better than 15 yrs ago.
- At a Regional level, we have been waiting for large new commercial vineyards to come on board and we are now at that point.
- We are willing to do as many events as people are willing to participate in.
- The future is bright but will take a lot of investment of time and energy to keep it up.

4. Vice-Chairman's Report: Patricia Stefanowicz

- The 2017 Wine Challenge was held at Stanlake Park Wine Estate on Sunday September 3rd 2017.
- 44 wines from 15 vineyards were entered from the Region.

- The five judges led by Patricia Stefanowicz MW commented that the quality of the wines overall was very good, especially the sparkling wines.
- There were 4 Golds, 11 Silver and 20 Bronze medals awarded.

Trophies awarded were:

Award	For	Winner
Mac Mackinnon Trophy	Best White Wine in any Class	Fawley Vineyard, Still Bacchus 2016
Sparkling Wine Trophy	Best Sparkling Wine (any colour)	Daws Hill Vineyard, Sparkling White 2010
Emmbrook Cup	Best Red Wine	Stanlake Park, Reserve Red 2014
T&CVA Decanter	Best Wine Overall	Daws Hill Vineyard, Sparkling White 2010
Stefanowicz salver	Best still rose wine	Linch Hill Vineyard, Oxford Rose 2016
Anne Howitt Shield	Best Non-Commercial Wine	Vernon Lodge Vineyard, VL Siegerebbe 2016

5. Financial Report 2017-2018 & Membership update: Sian Liwicki

		TCVA							
		Balance Sheet as at 31 December 2017							
				Assets		Liabilities			
		Notes				Overpayment		98.87	
				Tax free incentive payment		UKVA underpayment b/f		42.00 (Smith from 2016)	
Tangible fixed assets			£0.00						
Current Assets									
Stock (Labels)		£200.00			0		140.87		
Cash at bank and in hand General		£2,447.33							
Cash at bank and in hand Promotional		£336.20							
		£2,983.53							
Creditors: amounts falling due within one year	1	£140.87							
Net Current Assets			£2,842.66						
Total Assets less current liabilities			£2,842.66						
Capital and reserves									
Retained surplus b/f		£2,413.89							
Accounting Adjustment (earlier Years)	2	£350.50	£2,764.39						
This year's surplus/(deficit)			£65.27						
Retained Surplus c/f			£2,829.66						

TCVA Notes to Balance Sheet 31 December 2017

Note Number		
1	Money owed as follows: Overpayment of subs owed to member UKVA underpayment for year ended 31/7/2016	£98.87 <u>£42.00</u> £140.87
2	Accounting Adjustments to earlier years balance sheets (accountant has assisted)	£350.50

TCVA			
Accounts from 1 August 2016 to 31 December 2017			
Income			
Membership subscriptions		£ 8,442.67	
Association Events income		<u>£ 771.00</u>	
		£ 9,213.67	
Expenses			
UKVA Subscription	£ 7,496.81		
Association Events Costs	£ 1,422.56		All event costs plus award labels
General Administration Costs	£ 229.03		website, postage, sec and treasurer expenses
Miscellaneous	£ -		
	£ -		
	<u>£ -</u>	<u>£ 9,148.40</u>	
	Surplus/(Deficit)	£ 65.27	

WineGB / TCVA Membership at April 2018

Contact First Name	Contact Surname	Business Name
Feona	Petersen	Dropmore Vineyard
Wendy	Sargent	Fawley Vineyard
Christopher	Cooke	Winding Wood Vineyard
Lawrence	Kimber	Dinton Wines Ltd
Alastair	Field	Reading Agricultural Consultants Limited
Stephen	Duckett	Hundred Hills Vineyard
Barbara	Laithwaite	Wyfold Vineyard
Tom	Newey	Alder Ridge Vineyard
Jan	Mirkowski	Fairmile Vineyard
Sian	Liwicki	Bothy Vineyard
Anne	Linder	Windsor Great Park Vineyard
Ian	Bowler	
Adrian	Marsh	The Vineyard
Matt	Press	Seer Green Vineyard
Patricia	Stefanowicz	
Ed	Mitcham	Yew Tree Vineyard Ltd
Bob	Nielsen	Brightwell Vineyard
Andrew	Dixon	Great Milton Vineyard
James	Gray	Cote de Cote, Bampton Vineyard
Holly	Morgan	Daws Hill Vineyard
Tim	Chafor	Chafor Wine Estate
Kaye	Laithwaite	Harrow and Hope Limited
Antony	Chapman	
Eileen	Bell	Hendred Vineyard llp
Patrick	Hurd	Hale Valley Vineyard
Bernard	Lamb	
Denise	Santilli	Linch Hill Vineyard
Simon	Quinton Smith	
Roy	Philips	Parhams Vineyard
Mike	Dean	Vernon Lodge Vineyard
Daniel	Goss-Custard	Stanlake Park Wine Estate

6. Secretary's Report: Denise Santilli

Date	Event name	Venue	Times	Hosted by / contact details	More about this event
April 2015	T&CVA AGM &	By e-mail		T&CVA Denise Santilli 07721 744020 Denise.santilli@outlook.com	Too few participants to hold AGM, therefore conducted by e-mail instead
Monday 11 th May 2017	EWP Trade & Press Tasting Day	One Great George Street, London.	10.30am -4.30pm	English Wine Producers Julia Trustram Eve - Marketing Director julia@englishwineproducers.com	T&CVA (Brightwell & Laithwaites) participated at the UKVA shared table
Saturday 23rd May until Sunday 31st May 2015.	English Wine Week	All vineyards in the UK	To be decided locally	English Wine Producers English Wine Week Co-ordinator: Zoë Davey - Tel: 07970 340069 EWP Office - Tel: 01536 772264 wineweek@englishwineproducers.co.uk	Local activities were undertaken e.g Sculpture in The Vineyard at Bothy Vineyard
Sunday 3rd September	T&CVA 2017 Wine Challenge and lunch	Stanlake Park	10-2pm	Daniel & Rhaki Goss-Custard T&CVA Denise Santilli 07721 744020 Denise.santilli@outlook.com	44 wines from 15 vineyards

- Reminder: Professional photos of Trophies have been taken – and have been uploaded to website for use by members in publicity materials
- T&CVA Wine Challenge stickers still available from Denise: cost £20 per 500 stickers
- Also able to download artwork from website for use online / to print directly onto labels

7. Report back from WineGB sub committees

Jan Mirkowski: Export Committee

Summary from Export Committee Meeting 20th March 2018

Generic Power Point Slides

- A generic PowerPoint with WineGB branding, will be put together by the committee that can be circulated for members to use and add their own slides in. This will provide key information about the Wine industry in the UK to present to any countries that UK vineyards are thinking of exporting to.

USA Exporting Guidelines

- U.S.A guide lines are the top priority for the committee, these are almost complete and will initial be circulated via the Export Forum, for comment and extra information. This can be circulated for all Wine GB members to have for information.

Export Update at AGM

- It was decided that it may be better to have some of the committee stand at the AGM and not at the tasting, for a short slot on what we are doing.

DIT New York

- Sam Linter (Chair) met with Lauren Dickenson from the New York department of international trade. She has put a proposal in for a trade tasting in New York, the committee felt it may work better if there was a trade tasting in the UK that buyers from the U.S could come to. It would be good to time this with the annual trade tasting 2019. We also suggest this would work well tying in with tourism. Sam to liaise with David Parkinson and Mark Harvey on this idea.

It is clear we need to keep in regular contact with DIT in the US, so we can direct the best support for our industry.

Initial funding objectives

- One main objective for funding is to see if we can get funding to be at Prowein 2019, the committee felt it looked poor that no one from Wine GB was there, priority is to see if we can get some funding for this and therefore encourage new members to take a stand there.

Export Forum

- There is now an export forum set up, all membership plus members who have decided to be part of this will get the emails/information from the committee and have the ability to ask any questions on the forum. We will use this as a platform to let them know what we are doing on the committee and circulate summary of the minutes. It will also allow the WineGB staff to forward any export related information they receive to this forum.

3 Year Strategy Plan

- Other countries that the committee will be doing ongoing work to get export outline strategy for next 3 years in place, we will research the following countries industry websites to see what they offer for exporting support;
 - New Zealand
 - Australia
 - Oregon
 - South Africa
 - Tasmania

EMCS Guidelines

- EMCS - The Committee is going to put together a step by step guide to send out to members which will hopefully make the process easier and quicker for people looking to export.

Credit Insurance

- As credit insurance is so important you do need this if you are exporting the committee will put a list together of some credit insurance companies that are good to work with.

Translation Websites

- Having a simple list of recommended translation websites will also make it easier for anyone looking to import to get the correct translation. We will ask the export forum for any recommendations. If there is enough experience and recommendations between members we will send these out to the membership.

Linguist list

- The export committee have created a list of linguists, which has now been circulated to the Export Forum.

Denise Santilli: Communications Group

- **Memb. Services & Internal Comms: Denise Santilli**
- Objectives:
 - to enable 2-way communication and feedback with members
 - Support the Regional Associations
 - Develop member services & recruit new members
- Deliverables:
 - Produce regular (monthly?) new bulletins & The Grape Press
 - Support development of member's events & services
 - Update members area of website
- Current status:
 - one teleconference so far – work in progress

7. Election of Officers & Committee for 2017-2018

The following were elected

a. Officers:

- i. Chair & UKVA representative: Bob Nielsen, Brightwell Vineyard
- ii. Vice-Chair T&CVA Technical Advisor: Patricia Stefanowicz MW
- iii. Hon Treasurer: Sian Liwicki, Bothy Vineyard
- iv. Hon Secretary: Denise Santilli, Linch Hill Vineyard

b. Members:

- i. Margaret McVey
- ii. Phil Rossi, Oaken Grove Vineyard
- iii. Kaye Laithwaite, Harrow & Hope Vineyard
- iv. Christopher Cooke, Winding Wood Vineyard
- v. Jan Mirkowski, Fairmile Vineyard
- vi. Anne Linder, Direct Wines

8. Date and venue of T&CVA Wine Competition 2018

- Winding Wood Vineyard, Sept 2nd 2018.

9. Motions to be passed

- T&CVA subs for 2019 to remain at £15

10. Any other business

- There was much support for an English Wine & Food Festival to be held in the T&CVA Region in 2019. Denise to e-mail members and only go ahead if we received firm commitments of support.
- Ask WineGB to hold their annual competition later in the year to suit producers.
- Local T&CVA Vineyard trail map to be developed. We will look at SEVA map for ideas.