

# WISA - Wine Industry Suppliers Assoc. Inc.

Membership & Sponsorship  
Prospectus From June 2022





# ABOUT US

## WISA - WINE INDUSTRY SUPPLIERS ASSOCIATION

WISA Champions supply chain in the wine sector.

Providing a collective voice to supplier businesses to have market access and a strong, respected influence for commercial impact.

In the spirit of collaboration, WISA has over 21 years of membership representation and continues to build ongoing partnerships with producers, industry, government and suppliers.

WISA is dedicated to members' needs within Australia and internationally.

## OUR PILLARS

### CONNECT

- Networking functions
- Gala dinners & casual events
- Conferences & Seminars
- Introductions & referrals

### COMMUNICATE

- Newsletters, Website
- Socials - LinkedIn and Facebook
- Networking, seminars & events
- Webinars
- WIIC and WIIA
- Speaking role opportunities

### CULTIVATE

- Exhibitions - WINETECH
- Participation - Unified USA, EvokeAg, AdvanceAg, Field Days, FOMENT
- WIIA and WIIC

### ADVOCATE

- Advocacy work
- Media releases
- Working Groups
- Liaison with industry and government
- Association partnership plans
- Individual business brainstorming





# ABOUT US

## OUR CONSTITUTION

To be eligible for membership, a business must be engaged in the wine sectors supply chain. Members may be International or Australian businesses, with or without representation based in Australia.

Any sole trader, organisation, group, entity or company operating in the wine industry that supports the objects of the Association can apply to be a member of the Association. WISA Management committee reserves the right to respond to membership requests.

WISA Code of Conduct requires all members to act in a professional and ethical manner with integrity and fit for purpose.

Full details can be found on the WISA website

## OUR TEAM & COMMITTEE

### Executive Officer

Shirley Fraser

### Committee Executive

Chair - Jason Amos, Lallemand

Deputy - Tim Stead, Amorim Cork

Treasurer - Nathalie Taquet, eBottli

Secretary - Amy Bishop, DW Fox  
Tucker

### Administration

Ellie Roberts

### Management Committee

Daniel Polson, Adama

Eric Wilkes, AWRI

Steven Scott, Pernod Ricard

Robin Shaw, Wine Tourism Aus

Andy Kuhndt, Orora Glass

Liz Schoen, Consulting.



# ABOUT US

## WISA WORKING GROUPS

WISA leans into all facets of the sector and concerns facing the supply chain. As such, we need to hear the voices of members across all segments and have set up WISA Working Groups as our "brains-trust" of skilled thought-leaders.

To be part of a working group, membership is required. Meetings are held each quarter for an hour and emails, calls or media releases may be additional for calls for feedback to industry, government or media.

### Technical Working Group

Tilly Bowden (Lead) - Enartis  
Amanda Tanga - CHR Hansen  
Eric Wilkes - AWRI  
Paul Bowyer - Blue H2O  
Adam Daniels - Vincru  
Pier-Luigi Clemente - Vason  
Justine Prior - Doreau /Fermentis  
Jason Amos - Lallemend

### Sustainability Working Group

Tim Stead (Lead) - Amorim Cork  
Medi Zaboli - Sentek  
Michael Hamilton - Seeley Int  
Luke Houlihan - Burkert Fluid  
Diarmaid O'Mordha - Fermentis  
Steve Brunato - Blue H2O  
Vinay Pagay - Athena IR Tech  
Steven Scott - Pernod Ricard  
Andrew Goodman - Filtec  
Nathalie Taquet - eBottli  
Steve Summers - Orora Glass

### Viticulture Working Group

Daniel Polson (Lead) - Adama  
Stephen Telford - Roundwood Solutions  
Vinay Pagay - Athena IR Tech  
Georgie Nolan - Deep Planet  
Nick Sayer - Waterfind  
Mel Blondel - Red Seed / Humanology  
Amy Rinaldo - AWRI  
Sean Mulvaney - Croplands  
Dan French - Airborne Logic

### Events & Engagement Working Group

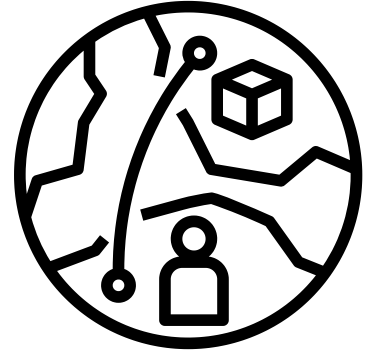
Shirley Fraser (Lead) - WISA  
Robin Shaw, Wine Tourism Aus  
Liz Schoen, Consulting.  
Sean Suter - Ultra Labels  
Anthony Barnes - Vinstrat  
Fiona Bavage - Fiona Bavage Design  
Kerry Hempel - Barossa Enterprises

Names are subject to change



# WINE SECTOR

## WISA MEMBERS ORIGINS & LOCATIONS



### AUSTRALIAN OWNED/MADE

Members may be Australian owned and made, or owned and importing parts/ingredients for manufacturing locally, across all states of Australia

### AUSTRALIAN EXPORTING

Australian businesses taking their solutions globally, are also members. These members may exhibit locally and in international shows, or service international clients from Australia.



### GLOBAL WITH AUSTRALIAN BASE

Members may be global businesses which have established offices, sites and manufacturing in Australia with international branches.

### INTERNATIONAL

Some members may be internationally based and engage with Australian wine producers through products and services, periodic visitation and trade fairs.





# WINE SECTOR

## WISA MEMBERS SEGMENTS

### Viticulture & Grapegrowing

Trellis Posts	Tractors/Sprayers
Irrigation	Autonomous
Water Trading	Bins & Harvesting
Agchem	Grape Brokers
Organics	Management

### Engineering & Equipment

Tanks, process	Air Conditioning
Pumps	Alternative Energy
Control Systems	Sheds
Infrastructure	Consulting

### Distribution & Logistics

Warehousing	Traceability
Logistics	Forklifts
Shipping	Pallet Racking
Trucks	Distributors/Agents
Bulk transport	Documentation

### Packaging & Design

Designers	Bottles
Printers	Caps, Tops, Corks
Alternatives	Cans, PET
Flexi package	Cartons

### Marketing & Communications

Strategy	Social Media
Marketing	Websites
Online Sales	Advertising
Storytelling	Media
Education	Collateral/Merch

### Agtech & Software

Spatial Imagery	MOG Removal
Drones	Traceability
Moisture sensor	Start Ups
Software	Consultants & Agronomists
Weather	Yield estimation

### Oenology & Winery Inputs

Yeast	Barrels
Bacteria	Oak Alternatives
enzymes	Non Biologicals
Chemical	Cleaning

### Winery & Bottling

Bottling lines	Vessels
Pumps	Packaging
Airconditioning	Recycling
Consultant WM	Contract Packers
Research	Education

### Corporate & Professional Services

Legal	IP & Patents
Insurance	Educators
Accounting	Consultants
Outsourced	Researchers

### Wine Tourism & Hospitality

POS & CRM	Accommodation
Wine Preserving	Architecture
Staff training/Ed	Events
Cellar Door Dev	Photography/video
Consultants	



# WISA MEMBERSHIP

## WISA - CORPORATE MEMBER \$800

### Membership Benefits

- Full membership - for the business including ALL staff
- Voting Rights
- Committee Nomination opportunities
- Working Groups - participation, nomination, suggestions, surveys
- Invitations to attend Supplier network functions
- Discounted tickets
- >1 listing per annum in EDM/Socials
- Wine Industry Mentor Program - mentor/mentee for any staff to apply
- Regular newsletters, social media, communications
- Advocacy updates - WISA involvement in AGW committee, work with Wine Australia, Sustainable Roundtable UK, WISPA, Enoppia, EOS, Unified, EvokeAg, PIRSA, regional and state associations.
- Speaking and exhibiting opportunities at Regional Grower/Maker Days and Demo Days
- Introductions to network - producers and supply chain, referrals and connections.
- Brainstorming BDM ideas with EO for your business.
- Attend member only events.
- WineTech WISA Member support, social posts and promotion, networking drinks and event extra meeting space (limited)
- WISA Website Supplier Member listing
- WISA Website Jobs Listing (coming soon)

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# WISA MEMBERSHIP

## WISA - SOLE TRADER MEMBER \$400

### Membership Benefits

- Full membership - for the Sole Trader
- Voting Rights
- Committee Nomination opportunities
- Working Groups - participation, nomination, suggestions, surveys
- Invitations to attend Supplier network functions
- Discounted tickets
- >1 listing per annum in EDM/Socials
- Wine Industry Mentor Program - mentor/mentee for any staff to apply
- Regular newsletters, social media, communications
- Advocacy updates - WISA involvement in AGW committee, work with Wine Australia, Sustainable Roundtable UK, WISPA, Enoppia, EOS, Unified, EvokeAg, PIRSA, regional and state associations.
- Speaking and exhibiting opportunities at Regional Grower/Maker Days and Demo Days
- Introductions to network - producers and supply chain, referrals and connections.
- Brainstorming BDM ideas with EO for your business.
- Attend member only events.
- WineTech WISA Member support, social posts and promotion, networking drinks and event extra meeting space (limited)
- WISA Website Supplier Member listing





# EVENT DETAILS

## WIIA - WINE INDUSTRY IMPACT AWARDS



The value chain of supplier businesses is an eco-system for innovation and RD&E commercialisation.

Many wine industry award programs are for individuals, or producers/wineries or regional wines. WIIA is a core wine business-focused awards program aimed at capturing and inspiring connection and implementation that delivers IMPACT.

Whether entered as a WISA member solely or together with a wine industry client, WIIA provides the amplified voice for new ideas and effective collaboration.

Reach over 3000 newsletter and social media subscribers and 300 Gala Dinner guests.

8 WIIA Entries Open 1 June 2022

WIIA Entries Close 30 August 2022

WIIA Judging Complete 31 October 2022

WIIA Awards Gala Dinner & Announcements 30 November 2022

### AWARD CATEGORIES:

*(subject to change without notice)*

1. Viticulture (previously grapegrowing)
2. Winemaking
3. Engineering & Equipment
4. Packaging & Design
5. Distribution & Logistics
6. Marketing & Communication
7. Wine Tourism
8. Agtech/Digital (previously start up)

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WINE INDUSTRY SOLUTIONS

Award Entry \$100 for members (at least 1)

 **WISA** Wine Industry  
Suppliers Association

[WWW.WISA.ORG.AU](http://WWW.WISA.ORG.AU)



# SPONSORSHIP & ATTENDANCE



## WIIA AWARD DELIVERABLES

### **\$4500** Award Sponsorship

- Award Category Naming Rights
- Logo displayed on WISA event website, socials and newsletters
- Advertisement on event brochures, on-screen presentation, menus and more
- Advertisement in Winetitles Grapegrower & Winemaker Magazine, Daily Wine News and Editorial mentions. Discounted Sponsor-funded additional advertising.
- Judging panel position for sponsored category
- Banner space at WIIA Gala Dinner
- 1 x Accommodation voucher for the night of the Gala Dinner
- Provision of branded hand-crafted glass trophy by Emma Klau, local artist, for winner
- 4 x WIIA Gala Dinner Tickets with preferential seating
- Branding and presentation of award on the night
- Social Media posts - pre, during and post event - LinkedIn, Facebook, Twitter & Insta
- Opportunity to add information or gift in dinner "goodie tote bags"
- Media release inclusion
- Photography access to dinner event images for promotional use

[w] winetitles media  
WINE INDUSTRY SOLUTIONS

### **\$1750 MEMBER** Table Sponsorship

- Table Naming Rights
- VIPs on tables
- 10 tickets to Gala Dinner
- Advertisement on event brochures, social media

**\$295 nm | \$200 m | \$2550 nm x 10 | \$1750 mx 10**

### Gala Dinner Ticket

- Gala Dinner attendance. Member discounts (of \$95 per ticket or \$800 per table of 10)
- 3 course meal and all wines included
- Networking opportunity with industry

**WISA** Wine Industry Suppliers Association

Full sponsorship details to be available in the WIIA prospectus

[WWW.WISA.ORG.AU](http://WWW.WISA.ORG.AU)

ALL PRICES QUOTED EXCLUDE GST.

NM= NON MEMBER | M = MEMBER



# EVENT DETAILS



## WIIC - WINE INDUSTRY IMPACT CONFERENCE

The Wine Industry IMPACT Conference is aimed at increasing the capability and capacity of wine businesses across the entire wine sector. Every business within the supply chain needs to be sustainable and profitable to ensure a strong future for the sector. The objective of the 2022 WIIC is to help thrive by increasing business accumen, capitalising on trends, and finding innovative solutions through a practical program of presentations and workshops. The program will consist of keynote speakers, panel sessions and practical workshops supported by trade exhibitor tables, networking opportunities, conference dinner and regional tours focusing on either tourism or production. Bring curiosity and connect for IMPACT.

To Be Held in Bendigo Regional Victoria

Date 10-12 October 2022

## WIIC PROGRAM

### To be confirmed July 2022

**Sustainability** - vineyard to bottle, regional to global, demonstrating responsible business practice

**Financial management** - measuring and managing margin and cashflow, effective forecasting, identifying opportunities for growth and funding

**Demand drivers** - the impact of trends for your business: consumers, travel, wellness, rapid change, values-driven decision making.

**Market development & access** - export opportunities, calculating costs, engaging with trade and support networks

**Cellar Doors & Tourism** - visitor attraction, experience development, collaboration design

**Data Analysis & Tools** - measuring what matters throughout the business, tools for decision making

**Sales & Marketing** - direct sales, channel sales, digital marketing, brand and storytelling

**Product Innovation** - vineyard, winery, cellar door, digital products, capturing the NOLO segment, virtual engagement

**Leadership** - mentoring the next generation, training for the future, collaboration and coopertition



# WIIC DELIVERABLES



## WIIC CONFERENCE

### **\$4500** Session Sponsorship

- Session Naming Rights
- Logo displayed on event website and on-site banners
- Exhibitor Table at the Conference
- Advertisement on event brochures
- Invitation to join speakers dinner 9 October 2022 (dinner included)
- Networking opportunities with speakers and new connections
- Thought leadership connection to theme and topic
- Social media coverage in WISA LinkedIn, Facebook, Twitter, Instagram
- WISA newsletter coverage, Media Release inclusion and potential media feature (tbc)

### **\$1750** Exhibitor Table 10-11 October 2022

- Table section for exhibition/display
- Printed Pull-up banner by Bowden Print
- Open access for gifting, printables and hand outs
- Conference attendance - 1 delegate ticket

### **\$500** Member Delegate Ticket - 10-11 October 2022

- Conference attendance in-person (accommodation not included)
- Includes plenary, workshop breakouts and expo updates
- Conference ticketing \$750 (\$600 early-bird) for non-members with additional benefits for partnering association members.
- Speaker insights and connection

### **\$200** Regional Tour Day - 12 October 2022

- Behind the scenes tour of regional Victoria wine destination. Locations TBC
- Options for Wine Tourism and Tech

### **\$175** Conference Dinner 10 October 2022

- Venue tbc in Victoria

Accommodation is not included but recommendations POA

ALL PRICES QUOTED EXCLUDE GST

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# WISA INITIATIVES

## \$500 ACTIVATIONS

### Webinars

- Sponsored webinars for industry themes
- Speakers to present on technology, thought leadership or new developments
- Hosted by WISA - WISA zoom platform, website, newsletter
- Social media promotion of event

### Regional Bus Tours or Grower Days

- Working with regions we are building ideas for engagement at regional level.
- Purpose built events such as grower days, factory visits, speaking opportunities and adhoc opportunities including hosting WineTech visitors from region (bus and lunch) across Australia. (Subject to regional capacity and appetite for engagements)

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### WISA Uncovered - Member Exchange/Factory Tours

- Member engagement and insights into your business
- Create industry stewardship and community among WISA members
- Demonstrate your business capability and build a network for referrals

### Boardroom Briefings (Breakfast or Drinks)

- Corporate services opportunity (or manufacturing) to collaborate
- Hosted breakfast or evening drinks with speaker line up on a shared interest
- Opportunity to Invite guests and clients. Open to all states as an opportunity.

### WIID - Wine Industry IMPACT Start up Development

- Ideal for the start up or agtech company after incubator or accelerator stages
- Brainstorm BDM approaches, pitch focus, industry make up and personnel
- Network with others in early stage development of business or new category

### WIIE - Wine Industry Impact Export Group

- For Australian based suppliers that wish to export
- Grant submission (as a consortium) when available
- Potential shared resources & stands (Unified USA)
- Network and brainstorming sessions





# WISA PARTNERSHIPS

## WINETECH



**Delivered in partnership with  
AWITC & Expertise Events**

### Wine Industry Trade Exhibition

WineTech is Australia's biggest wine trade exhibition held every three years. The WISA WineTech partnership with the AWITC and Expertise Events demonstrates the shared commitment the industry has a whole, for meeting today's challenges and future proofing discussions together. This triennial event is a milestone marker for advanced innovation and commercialisation of solutions.

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WineTech 2022 will be held 26-29 June in Adelaide. 2025, 2028 and 2031 will follow.

**[www.winetech.com.au](http://www.winetech.com.au)**

## FOMENT

**Delivered in partnership with Flinders  
University NVI & Hydra Consulting**



### Agtech accelerator for Viti | Wine | Tourism

FOMENT is establishing a better ecosystem worldwide for the development of Viticulture, Wine and Tourism Technology.

FOMENT offers intensive acceleration and designed to speed up tech adoption by wine and tourism businesses by connecting them with providers of tech solutions which can make them more competitive, profitable and more likely to reach new markets around the world.

**[www.foment.com.au](http://www.foment.com.au)**



# WISA WINE PARTNERS

## WISA - WINERY IN-KIND PARTNER WINE

### Associate Benefits

- WIIA Gala Dinner Tickets - 2 x 2 dozen supplied
- Additional options for WIIA : accommodation voucher in Adelaide CBD x 2 dozen additional supplied
- Recognition in WIIA Dinner menu, presentation and socials
- Regular WISA newsletters, social media, and communications
- Advocacy updates
- Attend Regional Grower/Maker Days & Demo Days
- Priority for invitations to Regional bus Tours, Boardroom Briefings, Webinars and Trial offers
- Introductions to network - producers and supply chain
- WineTech event extra meeting space (limited)

or

- WIIC Conference Dinner Tickets - 2 x 2 dozen supplied (does not include conference attendance fee or accommodation)

**Wineries may also choose to become a full corporate member (corporate, sole trader, silver, gold or platinum) if engaged in the wine industry supply chain. Rates as per the WISA membership outline.**



# WISA MEMBERSHIP OPTIONAL EXTRAS

<b>\$800</b>	Corporate Membership	Membership Benefits for all Staff
<b>\$2000</b>	Long Term Membership - discounted	Membership Benefits for 3 years
<b>\$500</b>	Webinar Program	Sponsored content for webinar, panel style if preferred and on industry topic/themes.
<b>\$500</b>	Regional Bus Tour to visit inbound or out-bound - WineTech or region/site (shared)	Sponsor bus tour, lunch/dinner, drinks - for regional groups or industry - shared
<b>\$500</b>	Boardroom Briefing - Hosting or co-sponsorship (2-3 companies)	Industry topics discussed. (audience of 20 guests between non competing businesses)
<b>\$500</b>	WISA Uncovered Tour	Member Networking events with tour or talk at your business venue/factory/site
<sup>14</sup> <b>\$100</b>	WIIA - Wine Industry IMPACT Awards	Entry into one (1) Award Category
<b>\$4500</b>	WIIA - Wine Industry IMPACT Awards	Sponsorship of one (1) Award Category
<b>\$1750</b>	WIIA - Wine Industry IMPACT Awards	Gala Dinner Table Sponsor - 10 tickets
<b>\$200</b>	WIIA - Wine Industry IMPACT Awards	1 x Gala Dinner ticket per person (members)
<b>\$4500</b>	WIIC - Wine Industry IMPACT Conference	Sponsor of Conference Session
<b>\$1750</b>	WIIC - Wine Industry IMPACT Conference	Trade Table
<b>\$200</b>	WIIC - Wine Industry IMPACT Conference	Hosted Regional Tour Day in Victoria
<b>\$500</b>	WIIC - Wine Industry IMPACT Conference	1 x Delegate Attendance (accomm not incl)
<b>\$500</b>	Export IMPACT Development Group	Aus suppliers exporting - Network, grant submission, Additional expo costs
<b>\$500</b>	Agtech BDM Development Group	Start ups and Agtech support program





# WISA MEMBERSHIP

## - BRONZE \$1500

<b>\$800</b>	Corporate Membership	Membership Benefits for all Staff
<b>\$1000</b>	<b>CHOICE OF 2</b>	2 x \$500 activities
	Webinar Program	Sponsored content for webinar, panel style if preferred and on industry topic/themes.
	Regional Bus Tour/Visit inbound or outbound - WineTech or in region/site (shared)	Sponsor bus tour , lunch/dinner, drinks - for regional groups or industry - shared
	Boardroom Briefing Hosting or co-sponsorship (2-3 companies)	Industry topics discussed. (audience of 20 guests non competing businesses)
15	WISA Uncovered Tour	Member Networking events with tour or talk at your business venue/factory/site
	WIIC - Wine Industry IMPACT Conference	1 x Delegate Attendance (not including accommodation)
	Export IMPACT Development Group	Aus suppliers exporting - Network, grant submission, Additional expo costs
	Agtech BDM Development Group	Start ups and Agtech support program
<b>\$400</b>	<b>CHOICE OF</b>	
	WIIA - Wine Industry IMPACT Awards	2 X Gala Dinner ticket per person
	or WIIC - Wine Industry IMPACT Conference	1 x Conference dinner and 1 x Regional Tour

**BRONZE \$1500**

**VALUED AT \$2200**

**NEGOTIABLE FOR ADDED EXTRAS  
TO WORK FOR MEMBER NEEDS AND SECTOR INTEREST  
FOR VALUE ADDED MEMBERSHIP**



# WISA MEMBERSHIP - SILVER \$4500

<b>\$800</b>	Corporate Membership	Membership Benefits for All Staff
<b>\$1000</b>	<b>CHOICE OF 2</b>	2 x \$500 activities
	Webinar Program	Sponsored content for webinar, panel style if preferred and on industry topic/themes.
	Regional Bus Tour/Visit inbound or outbound - WineTech or region/site (shared)	Sponsor bus, lunch/dinner, drinks - for regional groups or industry - shared
	Boardroom Briefing Hosting or co-sponsorship (2-3 companies)	Industry topics discussed. (audience of 20 guests between non competing businesses)
16	WISA Uncovered Tour	Member Networking events with tour or talk at your business venue/factory/site
	WIIC - Wine Industry IMPACT Conference	Delegate Attendance (not accommodation)
	Export IMPACT Development Group	Aus suppliers exporting products & services. Network, grant submission, Additional expo costs
<b>\$1750</b>	WIIC - Wine Industry IMPACT Conference	Trade Table with 1 Delegate Attendance
<b>\$1750</b>	WIIA - Wine Industry IMPACT Awards	Gala Dinner - Table of 10
<b>\$400</b>	WIIC - Wine Industry IMPACT Conference	1 x Conference dinner & 1 x Regional Tour

**SILVER \$4500**  
**VALUED AT \$5700**

**NEGOTIABLE FOR ADDED EXTRAS**

**TO WORK FOR MEMBER NEEDS AND SECTOR INTEREST**

**GREAT FOR PARTICIPANTS AND ENGAGEMENT FOCUSED SUPPLIERS**

 **WISA** Wine Industry Suppliers Association

[WWW.WISA.ORG.AU](http://WWW.WISA.ORG.AU)

ALL PRICES QUOTED EXCLUDE GST



# WISA MEMBERSHIP

## - GOLD \$6000

<b>\$800</b>	Corporate Membership	Membership Benefits for All Staff
<b>\$1000</b>	<b>CHOICE OF 2</b>	2 x \$500 activities
	Webinar Program	Sponsored content for webinar, panel style if preferred and on industry topic/themes.
	Regional Bus Visit inbound or outbound - WineTech or in region/site (shared)	Sponsor bus, lunch/dinner, drinks - for regional groups or industry - shared
	Boardroom Briefing Hosting or co-sponsorship (2-3 companies)	Industry topics discussed. (audience of 20 guests between non competing businesses)
17	WISA Uncovered Tour	Member Networking events with tour or talk at your business venue/factory/site
	WIIC - Wine Industry IMPACT Conference	Delegate Attendance (not accommodation)
	Export IMPACT Development Group	Aus suppliers exporting - Network, grant submission, Additional expo costs
<b>\$4500</b>	WIIA - Wine Industry IMPACT Awards OR WIIC - Wine Industry IMPACT conference	Sponsorship of Award Category with 4 x Dinner tickets or Sponsorship of Conference Session
<b>\$1750</b>	WIIC - Wine Industry IMPACT Conference OR WIIA - Wine Industry IMPACT Awards	Trade Table with 1 x Delegate Attendance OR Gala Dinner - Table of 10
<b>\$400</b>	WIIA - Wine Industry IMPACT Awards or WIIC - Wine Industry IMPACT Conference	2 X Gala Dinner tickets OR 1 x Conference dinner & 1 x Regional Tour

**GOLD \$6000**

**VALUED AT \$8450**

**NEGOTIABLE FOR ADDED EXTRAS**  
**TO WORK FOR MEMBER NEEDS AND SECTOR INTEREST**  
**IDEAL FOR SPONSOR AND EVENT FOCUSED SUPPLIERS**

ALL PRICES QUOTED EXCLUDE GST

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# WISA MEMBERSHIP - PLATINUM \$10,000

<b>\$800</b>	Corporate Membership	Membership Benefits for All Staff
<b>\$1000</b>	CHOICE OF 2	2 x \$500 activities
	Webinar Program	Sponsored content for webinar, panel style if preferred and on industry topic/themes.
	Regional Bus Visit inbound or outbound - WineTech or in region/site (shared)	Sponsor bus, lunch/dinner, drinks - for regional groups or industry - shared
	Boardroom Briefing Hosting or co-sponsorship (2-3 companies)	Industry topics discussed. (audience of 20 guests between non competing businesses)
	WISA Uncovered Tour	Member Networking events with tour or talk at your business venue/factory/site
18	WIIC - Wine Industry IMPACT Conference	Delegate Attendance (not accommodation)
	Export IMPACT Development Group	Aus suppliers exporting - Network, grant submission, Additional expo costs
<b>\$4500</b>	WIIA - Wine Industry IMPACT Awards	Sponsorship of Award Category including 4 Awards Gala Dinner Tickets
<b>\$1200</b>	WIIA - Wine Industry IMPACT Awards	6 x extra Gala Dinner Tickets to make up Table Sponsor - Table 10
<b>\$4500</b>	WIIC - Wine Industry IMPACT conference	Conference Session Sponsor including Sponsors Dinner and Conference dinner
<b>\$1750</b>	WIIC - Wine Industry IMPACT Conference	Trade Table including 1 x Delegate
<b>\$400</b>	WIIC - Wine Industry IMPACT Conference	2 x Regional Tour

**PLATINUM \$10,000**  
**VALUED AT \$14,150**

**NEGOTIABLE FOR FOR SECTOR INTEREST**

**SUITED TO THOUGHT LEADERS, INDUSTRY SUPPORTERS & IMPACT**

ALL PRICES QUOTED EXCLUDE GST

**WISA** Wine Industry Suppliers Association

[WWW.WISA.ORG.AU](http://WWW.WISA.ORG.AU)





# WISA MEMBERSHIP - FAQ

## FREQUENTLY ASKED QUESTIONS

### FY23 new structure of Membership & Sponsorship

- **What if I have just renewed my membership? Is it FY or Anniversary?**

If you have recently renewed, we will work with you to adjust the pricing to reflect your new membership choice. Our membership is by anniversary so in the month you start, the next year renews.

- **For budgeting, I need the cost of membership, events and sponsorships separated**

That's ok! We will work with you to split out the invoices to meet your needs.

- **I want a different mix of activations**

19 Talk to us - we're here to help you select the activities that best benefit your business. You can be a Gold or Platinum member with with a different mix that works for you and your team.

- **I'm willing to support but not sure I am able to become a member**

For some associations, regions or entities, you may not be permitted or eligible for membership. That's ok as we can have a partnership arrangement that provides tangible benefits.

- **Can I apply for an award if not a member?**

Membership is open to businesses within the wine supply chain. The WIIA program categories recognise members who demonstrate commitment to industry stewardship and innovation. We also promote, support and connect our award finalists/winners with the broader wine community. Supporting our members is our priority. So join us! You may not "need" all the offerings but we and the broader wine industry needs you for robust member diversity.

- **Can I attend events if not a member?**

We welcome all wine industry stakeholders to attend our public events by offering member and non member pricing where applicable.



# WISA MEMBERSHIP - FAQ

## FREQUENTLY ASKED QUESTIONS

### FY23 new structure of Membership & Sponsorship

- **How do I get the most from my membership?**

Discuss your needs with our team. Don't see something that would work? Wish there was something specific? We are open to new ideas and suggestions that support our pillars for the future of WISA.

- **Are you for individuals?**

WISA is focused on business. Sole Traders can be members but if you are an employee within an eligible business, the business will need to join.

- **Aren't you just for wine inputs in South Australia?**

20 No. WISA is a national association representing all facets of the wine sector, including international supply chain engagement: Pre-planting, viti, wine, brand development, sales, marketing and wine tourism.

- **Why do suppliers need their own association with the wine industry?**

The wine industry has many representative bodies which WISA engages with. Most often, suppliers cannot be "members" of other associations which must focus on the needs of producers (growers and makers), or individuals. WISA amplifies the voice of suppliers within the supply chain and advocates for our members, helping connecting them with new collective and/or opportunities.

- **When will the new branding be updated?**

We are launching the new branding at WineTech22.

The website, stationery/invoices, social media and other elements will take a few months to update and we appreciate your patience.

CBS acceptance of the name change and rules is pending.

Trademark has been approved by IP Australia and is awaiting registration.



Championing the wine  
supply chain.

Amplifying the voice of supplier  
businesses in the wine industry.

### **Contact**

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