



**2022 Annual General Meeting
June 13, 2022
Held remotely via Zoom**

Certification of a Quorum – There were 17 clubs who were represented which easily met the quorum requirement of 8, including: Brampton, Burlington, Cambridge, Central Toronto, Corkscrew, Georgetown, Growwine, Kawartha, London Wine Pros, Niagara-on-the-Lake, Other Hamilton, Pickering, Press Agents, Scarborough, South Coast, Vinbon, Wentworth West.

In Attendance: Alan Uffelmann, Barry Mitchell, Brian Aziz, Burton McClelland, Clive Woolner, David Sykes, Don Osmond, Doug Flowers, Ellen Kareckas, Ian Griffith, Jim Casey, Jim Howes, Joe Dale, John Delagran, Karen Leonard, Karen Mandryk, Ken Maley, Larry Kerr, Max Rutherford, Mike Petric, Pat Rapone, Patti Polfuss, Phillip Morris, Reg Jeffrey, Richard Reycraft, Robert Stalder, Roger Leduc, Ron Speranzini, Tim White, Tino Montopoli, Werner Lichtenberger

Introductory Remarks and Welcome

Minutes from 2021 Meeting

Ian Griffith moved to accept the minutes as posted on the AWO website, Ellen Kareckas seconded the motion. Motion carried.

Financial Report

Ian Griffith presented the financial report (see attachments) for the 2021/22 fiscal year. There was a small surplus of \$386.56. The expenditures were lower than forecast because we went with a virtual instead of in-person AGM again this year. The total balance sheet (bank balance and GICs) is approximately \$41,000. We renewed one GIC earlier this year with the other two coming due in future years. Ian explained that we have a three-year renewal strategy for GICs.

Max Rutherford asked whether the Winemaker Magazine subscription is include in the membership dues. Clive explained that this is an extra cost at the member's discretion and as such is a flow-through payment.

Patti Polfuss moved that the report be accepted as presented and Burton McClelland seconded the motion. Motion carried.

Membership Report

Don Osmond presented the membership report (see attachments). In 2022 we have 25 clubs with 215 members including 4 Members-at-Large (MAL). With Covid issues the Niagara-on-the-Lake club suspended their membership but returned this year.

Jim Casey moved that the report be accepted as presented and Ron Speranzini seconded the motion. Motion carried.

Club Judging Report

Don Osmond presented the club judging report (see attachments). There were 21 clubs and 1 MALs that competed in club competitions. They used a total of 21 judges and approximately 1,100 wines were judged from February 1st to March 31st. Ellen noted there were actually 2 MALs that competed and Don indicated that he probably missed the one because the MALs were included in club judgments and he amended his report to reflect that.

Patti Polfuss moved that the report be accepted as amended and Burton McClelland seconded the motion. Motion carried.

Member Survey Update

Max Rutherford presented a detail update (see attachments) on the response to the survey sent out to all member clubs based on his analysis to date. Max provided a bit of a background on the rationale for the survey and the questions that clubs were asked. A total of 14 clubs responded to the survey with a multitude of different ideas.

Max noted that even with just his initial analysis there seemed to be a few recurring themes that he saw:

- focus on resuming and improving educational services to members
- improve the website
- foster better relationships with suppliers and Ferment-on-Premise (FOP) businesses

Max also thought that the responses raised a number of questions in his mind, including:

- what is the audience that we want to target to attract new members to AWO. Marketing efforts will be ineffective if we don't know who we want to target.
- Should we be opening entry to the AWO competitions to any amateur winemaker? Would this raise new funds for the organization.
- Should we award prizes, either monetary or goods, for some elements of the AWO competition, such as Grand Champion Winemaker or Best in Show Wines?

Don Osmond responded that the AWO does not make any money on entry fees to either club or the provincial competition. All fees go directly to the Wine Judges of Canada (WJC) which they use to offset the costs of running those competitions.

Jim Casey had a question which he directed to Patti Polfuss because she operated a FOP for many years. Jim wanted to know if FOP operators would be interested in working more closely with the AWO, for example providing discounts to AWO members. Patti replied that she did that when she ran an FOP but did note that the FOP clientele tended to be very localized and this wouldn't have much of an impact unless there were AWO members in the area. She also noted

that suppliers were somewhat supportive of a closer relationship but weren't providing any funding or support to pursue the idea.

New Business

Submitted Motions:

Max Rutherford from the Press Agents submitted the following motion:

The AWO disbursements during the pandemic have been small and the AWO reserves are large therefore be it resolved that the annual membership dues for 2022-2023 shall be \$0.00 for members, members at large and associate members of record as of May 31, 2022

Max explained that most organizations maintain a reserve of one to two years operating expenses to cover unexpected expenditures. Our current surplus greatly exceeds this. The motions only addresses current members although it could, and possibly should, be extended to new members.

Joe Dale noted that according to Roberts Rules of Order the motion should be moved and seconded before discussion.

Max moved that the motion be accepted as presented and Doug Flowers seconded the motion.

Karen Mandryk asked about how this might affect new initiatives that were raised by the Member Survey (to be presented later) such as marketing, social media, a 50th anniversary festival, etc.

Joe Dale indicated that the Prince Edward County club would happily pay the full membership fee if they could see the money going to new initiatives that improved services to members and help attract new members to the AWO.

Clive Woolner noted that this motion may be a little premature as he felt we should wait to see what the new Board did to address the situation and if no action is taken in the next year or two then suspend membership dues.

Burton McClelland noted that the current Board had already discounted membership dues by 50% over the last two years due to Covid restrictions so all we were talking about was \$15 per year per member which is more of a symbolic gesture than anything else.

Don Osmond said that if we were really going to do a special 50th Anniversary celebration the costs could be significant. One of the reasons that we haven't held a full festival in a number of years is that clubs were concerned about taking on the financial risk and the AWO as a whole would have to be willing to subsidize the cost and perhaps even hire a company to help organize the event.

Phillip Morris said that he felt that the AWO must organize the event and the ones that he felt were most successful were more casual events run at colleges or universities. He also felt that we might want to open it up to non-AWO members to help attract new members.

The motion was voted on by a poll of all of the clubs represented at the AGM. The motion was defeated with 11 opposed, 5 accepting and 1 abstention.

New Motions

Ron Speranzini raised a new motion as follows:

As per the motion passed at the 2021 AGM the Board be directed to develop a plan to address the financial surplus to benefit AWO members and amateur winemaking, with direction provided by the results of the Member Survey.

Ron moved that the motion be accepted and Jim Casey seconded the motion. The motion was voted by a poll of all the clubs represented at the AGM and passed unanimously.

Don Osmond presented the proposal from Winemaker Magazine to have AWO members order their print or digital subscriptions directly from Winemaker Magazine instead of through the AWO.

Don moved the following motion and Doug Flowers seconded the motion:

Moved that the AWO stop being the middle man between members and Winemaker magazine and that members deal directly with Winemaker magazine for their print or digital subscription.

Doug Flowers mentioned that he personally likes this approach as it eases the workload for the Membership Director

Clive Woolner questioned what happens with existing print subscriptions that go until February 2023. Don explained that the existing print subscription will continue until its normal expiry date and then the new subscription will start. Current digital subscriptions will be renewed as usual but with the discount code applied.

The motion was voted by a poll of club representatives and passed with 14 in favour and one opposed.

Reg Jeffrey asked if the AWO has considered facilitating e-transfers for membership dues and other AWO fees. Ian Griffith indicated that we have now have a new email address which will be used for e-transfers and will communicate that to the members shortly.

Clive Woolner also raised the question if the current club structure should be modified in future to better accommodate those people who would like to join the AWO but can't find a club to join and most novice winemakers would find it difficult to start a club in their area. Clive noted the AWO hasn't provided a lot for MALs to date. Don Osmond also noted that this is his experience dealing with people who contacted him through our website. He also noted that many people would just liked to have their wines judged by a qualified wine judge and currently non-AWO members can't participate in AWO competitions.

Paul Dunseath Award

Clive explained that the Paul Dunseath Award is named an AWO member who made a significant contribution to the organization over the years. The award is presented for outstanding contribution to amateur winemaking and service to the AWO.

The 2022 Paul Dunseath Award was presented to Don Osmond for his service on the AWO Board as Membership Director and Club Competition Co-ordinator. Don has made a significant improvement to membership processes and organization of club competitions. Don also has made a significant contribution to the AWO provincial competition through his role as a steward.

Chief Steward Report

Bob presented the Chief Steward's report on the 2022 AWO provincial competition. He noted that there were 538 entries in this year's competition, which is an increase in the number of entries in the last couple of years due to the Covid restrictions but still not up to the number of entries in pre-Covid competitions.

A few of the items that Bob noted:

- there were more no-shows than in previous year. These were entries where the winemaker registered the wines online and paid the entry fee but the wines never made it to the competition.
- There were still a number of faulted wines entered. Bob had asked the judges to provide advice on how these could be corrected or avoided in future.
- There were still a few out of class entries, primarily due to sweetness level in the social and country classes. Where possible the wines were moved to the appropriate class and if they couldn't be moved they were disqualified. He also said that some of these out of class issues should be dealt with at the club competitions so that moving forward, the entries are in the right class.
- As usual there were more red than white wines entered with the Bordeaux classes still the largest by far.

Bob also indicated that getting enough judges and stewards for the AWO provincial competition was very difficult this year. He had to invite two non-WJC judges to fill out the judging roster and about half of the stewards were new stewards this year.

There is still a bit more work to be done to close the 2022 competition. Delivery of medals, judging notes and plaques still have to be arranged. The results of the competition will be posted on the website on Tuesday, June 14th.

Phillip Morris asked if the Pinot/Gamay class could be split similar to what was done with the Bordeaux class as Pinot Noir and Gamay produce distinctly different wines. Bob responded that one of the criteria for splitting classes is the number of wines entered in that class and he would have check to see if that would make sense with the Pinot/Gamay class.

Burton McClelland made a motion to adjourn.