



Resume

Mary Retallack

B.App.Sc, P.Grad.Dip (NRM), B.Ed, Grad.Dip (Viticulture), P.Cert (Arb), CPAg, GAICD, ARLF

125 Sheoak Road, CRAFTERS WEST, SOUTH AUSTRALIA 5152

M: 0408 393 324 T: (08) 8339 3324,

F: (08) 8339 4331 E: mary@viti.com.au





KEY AREAS OF EXPERTISE:

- › All aspects of viticulture (technical, management, extension, hands on),
- › Environmental stewardship, minimal input viticulture, biodiversity enhancement,
- › Alternative dispute resolution (mediation, expert determination, arbitration),
- › Court appointed expert reporting, independent expert, loss assessment,
- › Agribusiness management and development,
- › Project management,
- › Non-executive director duties, corporate governance, and
- › Mentoring, investing in individuals.

CAREER SUMMARY

Mary is a third generation viticulturist with expertise at all levels of the Australian wine industry, which has been honed over the past eighteen years in a range of vineyard management, technical, consultancy, research, training and extension roles since 1995.

After growing up on a fruit block in the Riverland of South Australia and completing tertiary studies in Conservation and Park Management, Natural Resource Management, Education, Arbitration and Viticulture, Mary worked as a Viticulture Lecturer (TAFESA and Okanagan University College, Canada), Project Leader for the Cooperative Research Centre for Viticulture (nationally), a winery hand in the Sonoma Valley (California), Vineyard Manager at Mountadam Vineyards (Eden Valley) and as a Senior Consultant/Viticulturist for Scholefield Robinson Horticultural Services (nationally).

This along with regular travel within Australia and overseas has provided Mary with a broad understanding of wine grape growing regions, rural communities and ways to build resilience into primary production businesses.

Along with Marys tertiary qualifications, she is a graduate of the Australian Institute of Company Directors Diploma course, a Fellow of the Australian Rural Leadership Foundation (ARLP Course 15), a past participant of the Future Leaders - Succession for the Australian Wine Sector Program and past Non-Executive Director of the Grape and Wine Research and Development Corporation.

Mary is the RIRDC Rural Woman of the Year, SA and National winner for 2012.

Mary is currently Managing Director of Retallack Viticulture, which offers a broad range of viticultural consulting services throughout Australia and Director of Wine Communicators of Australia.

She is also a PhD student at the University of Adelaide studying the use of native insectary plants to boost beneficial arthropod populations throughout the year, providing greater biological pest control options in vineyards. For more information go to <http://www.adelaidehillswine.com.au/environment/phd-biodiversity-project/>

Her spare time is spent tending a small apple orchard in the Adelaide Hills and riding her Vespa.

PROFESSIONAL ACCREDITATION:

Since 2011 **Grade 3 Arbitrator and Mediator** (IAMA accredited)
Institute of Arbitrators and Mediators Australia

Since 2009 **Australian Rural Leadership Fellow (ARLF)**
Australian Rural Leadership Foundation - Course 15

Since 2009 **Company Directors Course Diploma (GAICD)**
Australian Institute of Company Directors

Since 2005 **Certified Practising Agriculturist (CPAg)**
Australian Institute of Agricultural Science and Technology



EDUCATION:

- 2012** **PhD Candidate (Viticulture) - Current**
The University of Adelaide
- 2012** **Advanced Wine Assessment Course**
Australian Wine Research Institute
- 2011** **Practitioners Certificate in Mediation**
Institute of Arbitrators and Mediators Australia
- 2010** **Professional Certificate in Arbitration (PCertArb)**
The University of Adelaide
- 2009** **Australian Institute of Company Directors (GAICD)**
Australian Institute of Company Directors
- 2002** **Certificate in Professional Introductory Wine Evaluation Training**
The University of Adelaide - Waite Campus
- 1998 - 2000** **Graduate Diploma in Viticulture (GDipViti)**
The University of Adelaide - Waite Campus
- 1997 - 1999** **Bachelor of Education - In service (BEd)**
The University of South Australia - Underdale Campus
- 1999** **Certificate Level 4 in First Line Management**
Onkaparinga Institute of TAFE OHalloran Hill Campus
- 1998 - 1999** **Certificate in Food Processing (Wine) Viticulture Level 1 - 3**
Onkaparinga Institute of TAFE OHalloran Hill Campus
- 1998** **Certificate Level 4 in Workplace Training (Category 2)**
Onkaparinga Institute of TAFE - Mount Barker Campus
- 1994** **Post Graduate Diploma in Natural Resource Management (PGradDip)**
The University of Adelaide - Roseworthy Campus
- 1991 - 93** **Bachelor of Applied Science in Conservation and Park Management (BAppSc)**
The University of South Australia - Salisbury Campus

SCHOLARSHIPS AND AWARDS:

- 2012** **RIRDC Rural Woman of the Year, SA and National Award winner for 2012**
Rural Industries Research and Development Corporation
- 2012 - 2014** **Australian Postgraduate Award (APA), CJ Everard Supplementary Scholarship and GWRDC PhD scholarship**
The University of Adelaide
- 2012 - 2014** **Postgraduate Biodiversity Study Grant**
Adelaide Hills Wine Region
- 2008/2009** **Australian Rural Leadership Program - Course 15**
Australian Rural Leadership Foundation, GWRDC Scholarship
- 2007** **Future Leaders - Succession for the Australian Wine Sector**
WFA, WGGGA, GWRDC, WBM
- 2007** **Pathways to Rural Leadership**
DAFF - Canberra

AFFILIATIONS:

- Member, Australian Society of Viticulture and Oenology (ASVO)
Member, Australian Institute of Agricultural Science and Technology (IAIST)
Member, Institute of Arbitrators and Mediators Australia (IAMA)
Member, Australian Institute of Company Directors (GAICD)
Member, Australian Entomological Society Inc (AES)
Member, Australian Women in Agriculture (AWiA)
Fellow, Australian Rural Leadership Foundation (ARLF)



LICENCES:

Car, Motorbike, Boat, Small Bus, Truck (medium rigid up to 8 tonnes), Forklift, Front End Loader, Senior First Aid Cert

BOARD POSITIONS:

<p>2008 - 2011 NON-EXECUTIVE DIRECTOR GRAPE AND WINE RESEARCH AND DEVELOPMENT CORPORATION</p>	<p>2009 - CURRENT MANAGING DIRECTOR RETALLACK VITICULTURE PTY LTD</p>	<p>2013 - CURRENT DIRECTOR WINE COMMUNICATORS OF AUST</p>
---	---	---

EDITORIAL PANEL AND STEERING GROUP CONTRIBUTIONS:

<p>2012 - CURRENT AUSTRALIAN AND NZ GRAPEGROWER AND WINEMAKER JOURNAL EDITORIAL PANEL</p>	<p>2012 - CURRENT Wine Grape Growers Australia (WGGA) DECISION SUPPORT NETWORK</p>	<p>2011 - CURRENT ADELAIDE UNIVERSITY WINE ALUMNI STEERING GROUP</p>
---	--	--

EMPLOYMENT HISTORY:

2009 - CURRENT
VITICULTURIST / MANAGING DIRECTOR
 RETALLACK VITICULTURE PTY LTD

Retallack Viticulture is an independent viticultural consultancy using technical and specialist knowledge to service both the private and commercial sector. The business was established in 2009 by Mary Retallack who has worked in a wide range of practical, extension and consultancy positions within Australia and overseas over the last eighteen years, prior to developing the business. A summary of Mary's expertise and major projects is presented below.

For a full list of services offered by Retallack Viticulture, please go to www.viti.com.au

Expertise

- **Agribusiness management and development**

 - Agribusiness consulting and advice on numerous projects.
 - Property and business assessments for a range of clients located in the Riverland, Barossa, Murray Valley, Padthaway, Wrattobully, Mt Benson, Clare, McLaren Vale, Langhorne Creek and Adelaide Hills.
 - Development and review of Planning for Recovery business plans and specialist advice for winegrape growers throughout South Australia.
 - Review of grape sale contracts between wine growers and purchasers.
 - Wine grower business profile development (marketing and development of promotional materials).
 - Financial management, budget preparation, work plans and reporting functions.
 - Delivery of Wine Grape Growers Australia, VineBiz Financial Ready Reckoner with workshops delivered throughout Australia, <http://www.wgga.com.au/programs/vinebiz-financial-management-tool/retallack-viticulture>
- **Technical and practical viticulture**

 - Advice is provided to a range of clients throughout Australia on all aspects of wine growing.
 - Environmentally sustainable viticultural practices and enhancing biodiversity in vineyards.
- **Expert reports**

 - Court appointed expert reporting, relating to vineyard management and viticultural disputes.
 - Independent review of investor owned vineyards.
 - Independent expert assessment of fruit condition and purity in the vineyard.
 - Expert loss assessments for insurance claims.
- **Communication, presentations and extension activities**

 - Preparation of reports and extension materials for corporate clients, industry organisations, government agencies and wine growing businesses.
 - Presentation of seminars, technical course information and writing technical articles for industry publications.



Recent projects

➤ Adelaide Hills Wine Region

- Development of an Environmental Management Plan for the Adelaide Hills Wine Region (2012), see <http://www.adelaidehillswine.com.au/about/environment/emp/> and <http://adelaidehillsemp.wordpress.com>
- Environmental Management Plan Review for the Adelaide Hills Wine Region (2011)

➤ Adelaide and Mount Lofty Ranges NRM Board

- *Integrating natural resource management into vineyard production systems* (85 page) booklet and series of four workshops for the Adelaide and Mount Lofty NRM Board (2011).
- *Enhancing Biodiversity in the Vineyard* (65 page) booklet and workshops for 96 participants (funded by GWRDC Regional) held in the Barossa and McLaren Vale wine regions in 2010 for the Adelaide and Mount Lofty Ranges Natural Resources Management Board (2010). See http://www.amlnrm.sa.gov.au/Portals/2/reports/EnhancingBiodiversityintheVineyard-WorkshopNotes2010_lr.pdf and http://www.amlnrm.sa.gov.au/Portals/2/landholders_info/GrassesCardshr2.pdf

➤ Barossa Grape and Wine Association

- Development of *A guide to negotiating the sale of winegrapes in the Barossa* (January 2011) https://www.barossa.com/BGWA/grapebarossa/resources_grapebooklet.aspx
- Scoping assessment for the Barossa Next Crop Leadership Program (January 2011) <http://www.barossa.com/bgwa/nextcrop.aspx>
- Presentation of WGGAs VineBiz Workshops (August 2011, May and June 2010)
- Barossa CropWatch Scoping Project (2010)
- Water budgeting presentation for the irrigation road show (Barossa and Clare 2009)

➤ Clare Region Winegrape Growers Association

- Presentation of WGGA VineBiz Workshop (July 2010)
- Presentation of VineBiz at the Clare AGM (September 2010)

➤ Finalysons Wine Roadshow - Managing Difficult Vintages (July to Sept 2012) <http://www.wineroadshow.com.au>

➤ Margaret River Wine Industry Association

- Delivery of VineBiz workshop (October 2009)

➤ McLaren Vale, Adelaide Hills and Langhorne Creek wine regions (GWRDC Regional funded project)

- Development of materials for *Vineyard Biodiversity and Insect Interactions* (75 page) booklet and workshops for 65 participants held in the Adelaide Hills, McLaren Vale and Langhorne Creek - GWRDC Regional funded project (2011). See <http://www.gwrdc.com.au/webdata/resources/files/Rmjr0811VineyardBiodiversityandInsectInteractionsBookletFINAL.pdf>
- Development of Case Studies for the *Biodiversity Networking Workshop* (May 2012) http://www.gwrdc.com.au/resource_categories/biodiversity/

➤ Murray Valley Winegrowers

- *Economic benchmarking for the Murray Valley wine region - Season 2010/11* report and presentation at the Future Focused Conference in Mildura (September 2012). See <http://www.mvwi.com.au/items/448/Economic%20Benchmark%20Booklet%20FINAL%20121112.pdf> and <http://www.mvwi.com.au/items/407/Mary%20Retallack%20-%20Vineyard%20Profitability.pdf>
- Development and presentation of *Advanced Viticulture Grapevine Hormone* materials (June 2012)
- Presentation titled *Assessing the viability of your winegrowing business at the Where to from here?* Seminar in Mildura (August 2011). See <http://www.murrayvalleywinegrapes.com.au/items/328/Mary%20Retallack%20Assessing%20Viability.pdf>
- Development of *Updating Vineyard Cost of Production Data for the Murray Valley Wine Region for Season 2008/09* report and presentation at the What is Going On seminar (June 2010). See <http://www.murrayvalleywinegrapes.com.au/items/282/Mary%20Retallack%20presentation.pdf>
- Delivery of WGGA VineBiz workshop (September 2009)
- Development and presentation of Advanced Viticulture Vine Biology materials (September 2009) <http://www.mvwi.com.au/items/465/MVWGG%20Fact%20Sheet%20-%20Grapevine%20Biology.pdf>

➤ Murray Valley Winegrowers Incorporated and Riverina Wine Grapes Marketing Board

- *Assessing yield water use efficiency (WUE) in the Murray Valley and Riverina wine regions - Season 2011/12* (September 2012) see <http://www.mvwi.com.au/items/444/Murray%20Valley%20&%20Riverina%20WUE%20study%202011-12%20Final%20Report.pdf>



OCT 05 - MAR 09

SENIOR CONSULTANT / VITICULTURIST

SCHOLEFIELD ROBINSON HORTICULTURAL SERVICES, SOUTH AUSTRALIA

Expertise and major projects

- › **Independent management reviews** - Review of vineyard assets within Australia for investment trusts and superannuation funds.
- › **Loss assessment** - Assessment of loss in vineyards due to spray drift, frost, herbicide, fire and mechanical damage.
- › **Winegrape quality assessment** - Working with grape growers and fruit purchasers to provide an independent assessment of fruit quality.
- › **Winegrapes Australia** - Benchmarking and fruit quality assessment for 34 Shiraz blocks within the McLaren Vale and Langhorne Creek wine growing regions.
- › **Development of WGGAs VineBiz Business Management Program** (including a financial ready reckoner and support materials). Development of the Drought Business Skilling Tool for PIRSA.
- › **Common Language Project for McLaren Vale Grape, Wine and Tourism Association** - A list of terminology commonly used by winemakers and viticulturists during the growing season was developed, which can be used as a tool to reduce confusion between growers and purchasers of grapes and to benchmark best management practices for particular varieties within the region.
- › **Viticulture Research to Practice• Manuals** - Review of Water Management for Grape Production and Spray Application in Viticulture manuals.
- › **Biosecurity Australia** Assisting the Australian Table Grape Association and Biosecurity Australia by providing background information and recommending management strategies for a range of pest and disease species found in Australia, prior to the export of Australian table grapes to China in a report titled Exporting Table Grapes to China management of quarantinable pest species used by Biosecurity Australia to assist in market access discussions with China.

MAR 03 - AUG 05

VINEYARD MANAGER

MOUNTADAM VINEYARDS - EDEN VALLEY, SOUTH AUSTRALIA

Vineyard management duties:

- › Vineyard Management of 82 hectares of estate, 29 hectares of grower vineyards (111 hectares).
- › Management of vineyard team (four full time staff) in addition to contract labour (up to 30 people).
- › Liaison with six grower vineyards located in Eden and Barossa Valley in all matters of vineyard management and assistance with the negotiation of grape prices on the companys behalf.
- › Preparation and supervision of the implementation of all vineyard management programs including; pest and disease control, canopy management, irrigation scheduling, nutrition management, soil management, pruning regimes, yield optimisation and yield estimation.
- › Planning and implementation of vine refurbishment and re-working programs.
- › Coordination, planning, implementation and monitoring of all vineyard capital and operational budgets ensuring cost effective management of all resources.
- › Secretary of the Eden Valley Grape Growers Feb 2004 August 2005.



FEB 01 - FEB 03

PROJECT LEADER, VITICULTURE RESEARCH TO PRACTICE®: GRAPEVINE NUTRITION

COOPERATIVE RESEARCH CENTRE FOR VITICULTURE ADELAIDE, SOUTH AUSTRALIA

Duties

- › Management and coordination of the Research to Practice® Viticulture: Grapevine Nutrition Program
- › Presentation within the following workshops: Water Management for Grape Production, Integrated Pest Management, Grapevine Nutrition, Winegrape Quality Management, throughout Australia.
- › Manage program scientific and technical requirements.
- › Coordination of a national team of researchers and consultants. To review latest research and update workshop manuals and presentations.
- › Prepare project reports for funding bodies and write/review journal papers/articles.
- › Yearly budget maintenance and execution.
- › Development of new products for Research to Practice® Viticulture series.
- › Manage the network of licensed Research to Practice® providers to ensure product integrity.

FEB 96 - FEB 03

PROGRAM COORDINATOR AND LECTURER - VITICULTURE

ONKAPARINGA and SOUTH EAST INSTITUTES OF TAFE, SOUTH AUSTRALIA

Coordination of the Viticulture and Wine Studies Program

- › Yearly budget maintenance and execution, staff recruitment, induction and support
- › Auspicing of other agencies offering Wine Industry Training (VET program in schools)
- › Lecturing in all aspects of the Viticulture program, Certificate in Food Processing (Wine) Viticulture - Levels 1, 2 & 3 and the Management Diploma in Viticulture (incorporating Certificate Level 4)
- › Hand Prune Vines development of external delivery (interactive CD-ROM) and on-line courses.
- › Implementation of The Food Processing Training Package FDF 98 Certificate in Food Processing (Wine) Level 1, 2 and 3.

DEC 01

LECTURER, VITICULTURE

OKANAGAN UNIVERSITY COLLEGE PENTICTON CAMPUS, B.C, CANADA

Duties

Developing course material, lecturing and organisation field trips and industry liaison for course VIT 22.

AUG - NOV 00

CELLAR OPERATIONS

MATANZAS CREEK WINERY SONOMA VALLEY, CALIFORNIA, USA

Duties

Crushing, pressing, racking, lees filtration, juice additions, inoculations, emptying red fermenters, pump-overs, punch-downs, laboratory analysis, sanitising tanks, barrel preparation, filling and topping barrels.

NOV 95 - FEB 96

LECTURER - HORTICULTURE AND VITICULTURE

ONKAPARINGA INSTITUTE OF TAFE - OHALLORAN HILL CAMPUS, SOUTH AUSTRALIA

APRIL - OCT 95

PROJECT MANAGER - L.E.A.P PROGRAM

BASHAMS BEACH REGIONAL PARK, PORT ELLIOT, SOUTH AUSTRALIA



RESEARCH AND DEVELOPMENT GRANTS:

GRAPE AND WINE RESEARCH AND DEVELOPMENT CORPORATION

2013 - 2015

PhD Scholarship stipend and operating funds

AUG - SEPT 2006

Travel grant to attend the Phylloxera Board Viticulture Study Tour of France and Spain

JUL 2006

Development and implementation of regional IPM best practice

The development of regional pest and disease risk management strategies, setting and reviewing regional targets, identifying areas for improvement.

MAY 2004 - DEC 2005

Implementation of an Environmental Management System for the Eden Valley

Undertaken on behalf of Eden Valley Grape Growers.

JAN 2003

Elephant Weevil impact and control in vineyards - Stage 1:

Literature review of recent findings about Elephant Weevil (*Orthorhinus cylindriostriis*). Undertaken on behalf of the Langhorne Creek Vine Improvement Steering Committee.

WRITTEN ARTICLES:

- Retallack, M, et al (2001) **Nitrogen management for improved quality and sustainability**. The Australian and New Zealand Grapegrower and Winemaker, Annual Technical Issue. (449a) 95-96.
- Retallack, M (2005) Varietal Report **A snapshot of how Chardonnay is being managed in nine Australian vineyards**. Australian Viticulture March/April, pp 56-61.
- Retallack, M (2006) **The best ways to manage mid-rows in vineyards**. National Grapegrowers, March, p58-59.
- Retallack, M (2006) **Putting vineyards on hold - Can they be mothballed?** The Growers Voice April, p 5, McLaren Vale Grape, Wine and Tourism Association.
- Retallack, M (2006) **Careful management beats frost** National Grapegrowers, June, p19.
- Retallack, M (2006) **Phylloxera and Grape Industry Board SA Viticulture Study Tour, Europe 2006 Final Report to GWRDC**. GWRDC, Adelaide.
- Retallack, M and McMichael, P (2006) **Purchasing Planting Material? Key Questions to Ask the Nursery** Australian Viticulture, November/December p 49-56.
- Retallack, M and Scholefield, P.B (2006) **Grapevine Management Options in Times of Drought** Australian and NZ Grapegrower and Winemaker, December, p 51-53.
- Retallack, M and Scholefield, P.B (2007) **Grapevine Management Options in Times of Drought and Water Restrictions** SAWIA. http://www.winesa.asn.au/_dyn/media/r1/system/attrib/file/728/vineyardmgmt.pdf
- Retallack, M (2007) **PGBSA Study Tour of France and Spain 2006**. Australian Viticulture, March/April.
- Retallack, M (2007) **Precautions Against the Introduction or Spread of Phylloxera - Disinfestation Techniques for Winter Pruning Staff**. Australian Viticulture, May/June. p35 37.
- Retallack, M and Drew, C (2009) **Managing Dispute Risk**. Wine Business Magazine, Dec 2008 / Jan 2009.
- Retallack, M. and DiCicco, R. (2009) **People Power needed in tough economic times**, National Grapegrowers and Vignerons, August, p17.
<http://www.viti.com.au/documents/National%20GrapeGrower%20&%20Vignerons%20-%20Retallack%20Viticulture.PDF>



Jones, L and Retallack, M (2009) **Young leader forecasts positive future for Australian viticulture businesses**. Australian Viticulture, September/October, p12 - 15.
<http://www.winebiz.com.au/features/default.asp?VIEW=90>

Retallack, M (2010) **Rural India Inspires Resilience and Capacity Building**. Australian Viti, Jan/Feb, 72 - 74.
http://www.viti.com.au/documents/MaryR_India_AV_14_1.pdf

Retallack, M, (2010) **Roundtable discussion: winter pruning**. The Australian and New Zealand Grapegrower and Winemaker. (557), p57 - 61. <http://www.viti.com.au/pdf/557%20GW%20June%20ROUNDTABLE.pdf>

Retallack, M (2010) **A day in the Kosovo wine industry**, Australian Viticulture, November/December, p63 - 64.

Retallack, M (2010) **Case Study: Biodiversity in Vineyards The Wetlands Vineyard**, Small Talk Newsletter, December 2010 / January 2011. AMLR NRMB.
http://www.amlrnm.sa.gov.au/Portals/2/newsletter/smalltalk/SmallTalk_Summer2010.pdf

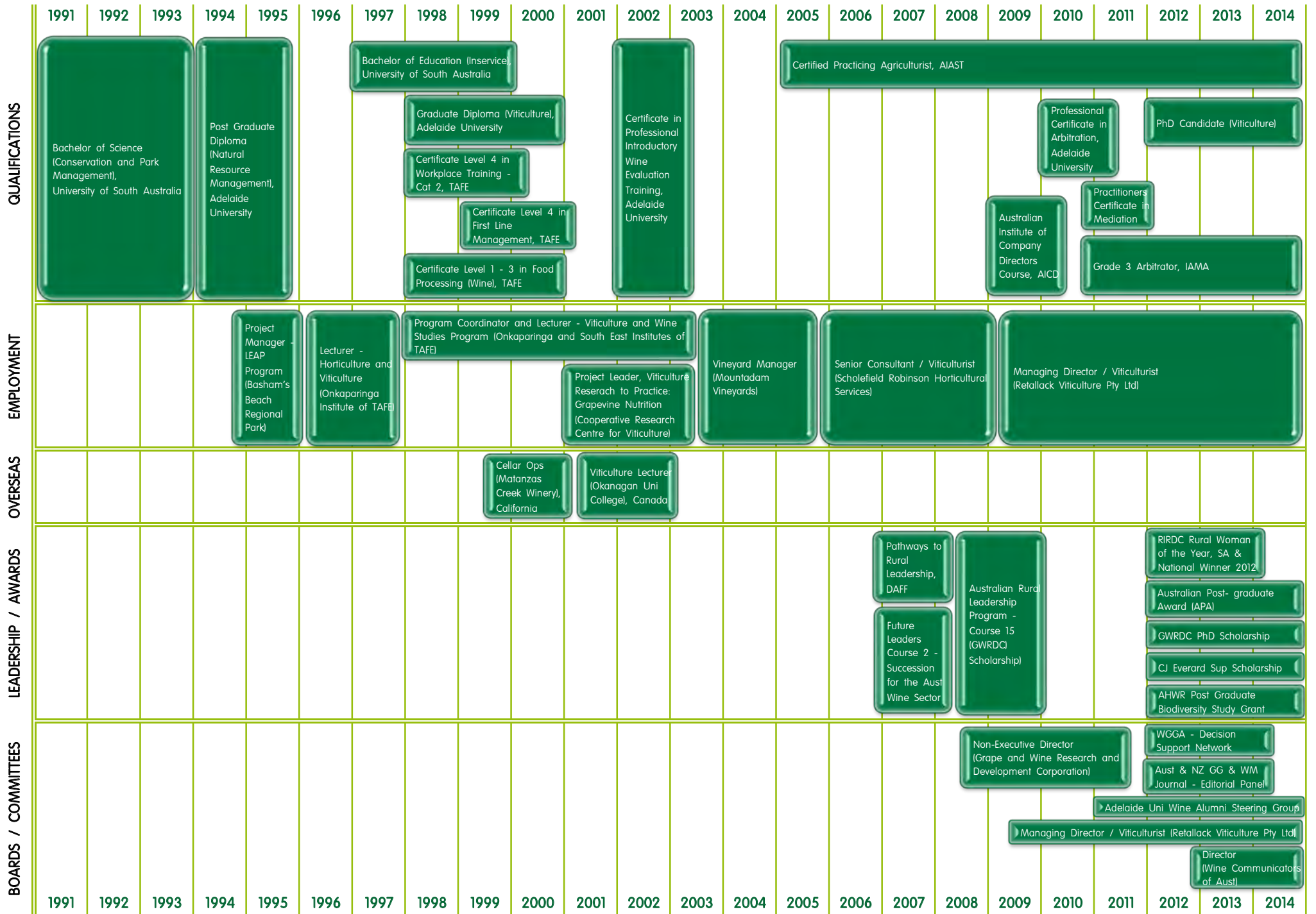
Retallack, M, (2012) **What can be done in the vineyard to manage risk in difficult seasons? - Part 1**
The Australian and New Zealand Grapegrower and Winemaker. (586), p30 - 37.

Retallack, M, (2012) **What can be done in the vineyard to manage risk in difficult seasons? - Part 2**
The Australian and New Zealand Grapegrower and Winemaker. (587), p30 - 34.

Retallack, M, (2012) **Being proactive to avoid disputes eventuating in the vineyard**. Australian and New Zealand Grapegrower and Winemaker. (588), p15 - 18.



RETAILLACK CAREER TIMELINE





Retallack Viticulture Pty Ltd
ABN 161 3501 6232

125 Sheoak Road, CRAFERS
WEST South Australia 5152

M: +61 040839 3324
T: +61 8 8339 3324
F: +61 8 8339 4331

mary@viti.com.au
www.viti.com.au