



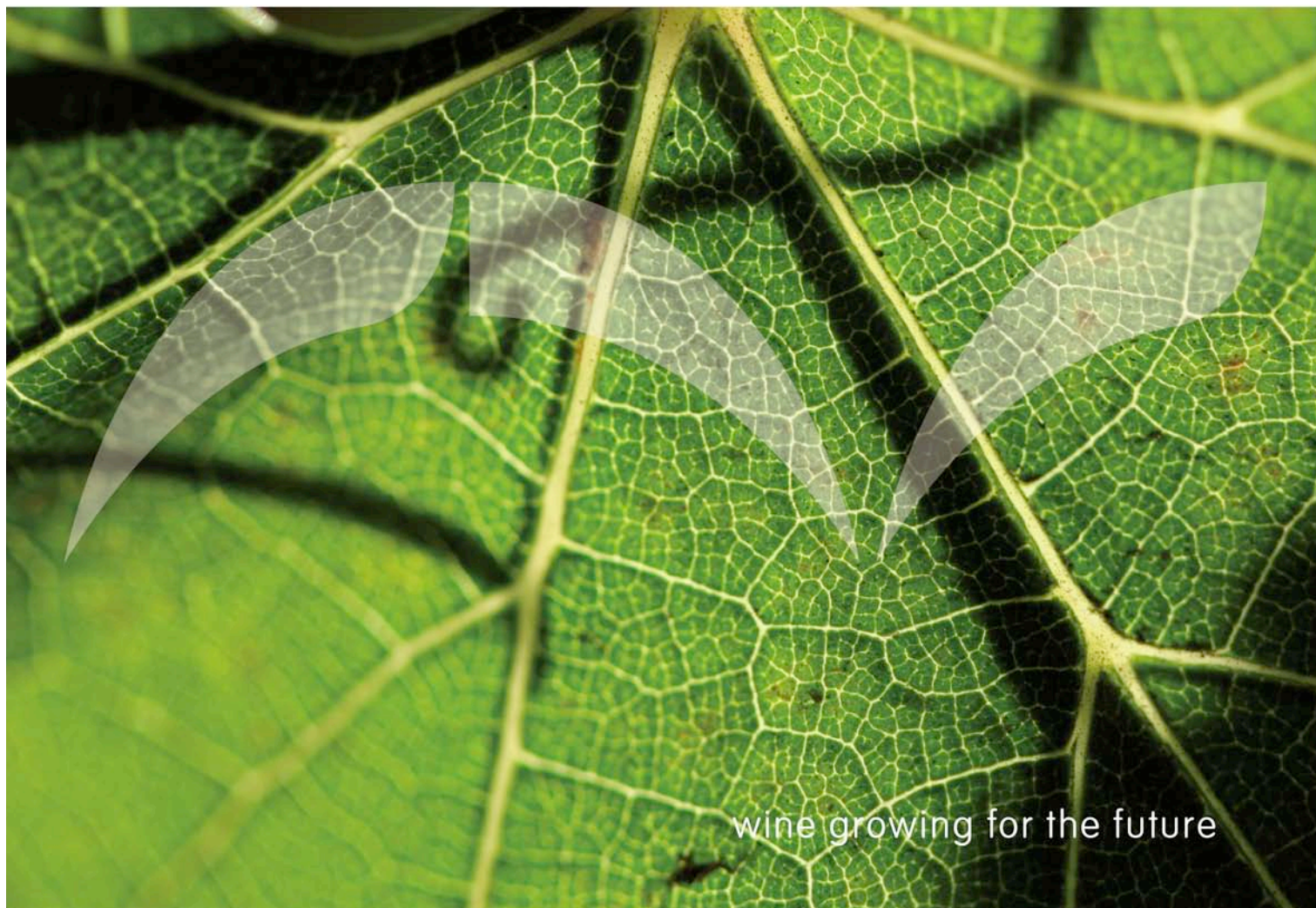
## Resume

*Mary Retallack*

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## KEY AREAS OF EXPERTISE:

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- › 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

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

After growing up on a fruit block in the Riverland of South Australia and completing 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 currently Managing Director of Retallack Viticulture, which offers a broad range of viticultural consulting services throughout Australia. Her spare time is spent tending a small apple orchard in the Adelaide Hills.

## PROFESSIONAL ACCREDITATION:

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- Since 2011**    **Grade 3 Arbitrator and accredited mediator** (IAMA accreditation)  
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:

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- 2011**      **Practitioners Certificate in Mediation**  
Institute of Arbitrators and Mediators Australia
- 2010**      **Professional Certificate in Arbitration (PCertArb)**  
University of Adelaide
- 2009**      **Australian Institute of Company Directors (GAICD)**  
Australian Institute of Company Directors
- 2002**      **Certificate in Professional Introductory Wine Evaluation Training**  
University of Adelaide - Waite Campus
- 1998 - 2000**      **Graduate Diploma in Viticulture (GDipViti)**  
University of Adelaide - Waite Campus
- 1997 - 1999**      **Bachelor of Education - In service (BEd)**  
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)**  
University of Adelaide - Roseworthy Campus
- 1991 - 93**      **Bachelor of Applied Science in Conservation and Park Management (BAppSc)**  
University of South Australia - Salisbury Campus

## SCHOLARSHIPS:

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- 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:

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- Member, Australian Society of Viticulture and Oenology  
Member, Australian Institute of Agricultural Science and Technology  
Member, Institute of Arbitrators and Mediators Australia  
Member, Australian Institute of Company Directors  
Fellow, Australian Rural Leadership Foundation

## LICENCES:

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- Car, Motorbike, Boat, Small Bus, Truck (medium rigid up to 8 tonnes), Forklift, Front End Loader  
Senior First Aid Certificate No 415748



## BOARD POSITIONS:

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**2008 - 2011**

**NON-EXECUTIVE DIRECTOR**

GRAPE AND WINE RESEARCH AND DEVELOPMENT CORPORATION

**2009 - CURRENT**

**MANAGING DIRECTOR**

RETAILLACK VITICULTURE PTY LTD

## EMPLOYMENT HISTORY:

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**2009 - CURRENT**

**VITICULTURIST / MANAGING DIRECTOR**

RETAILLACK 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 seventeen 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](http://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, Murray Valley, Padthaway, Wrattenbully, 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 grape growers and purchasers.
- Grape grower business profile development (marketing and development of promotional materials).
- Financial management, budget preparation, work planning and reporting functions.
- Delivery of Wine Grape Growers Australia, VineBiz Financial Ready Reckoner workshops throughout Australia (*Retallack Viticulture is WGGAs preferred provider of the VineBiz program*).  
See <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 winegrowing.

› **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 and technical course information and writing of technical articles for industry publications.



## Recent projects

- › **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.amlrnm.sa.gov.au/Portals/2/reports/EnhancingBiodiversityintheVineyard-WorkshopNotes2010\\_lr.pdf](http://www.amlrnm.sa.gov.au/Portals/2/reports/EnhancingBiodiversityintheVineyard-WorkshopNotes2010_lr.pdf) and [http://www.amlrnm.sa.gov.au/Portals/2/landholders\\_info/GrassesCardshr2.pdf](http://www.amlrnm.sa.gov.au/Portals/2/landholders_info/GrassesCardshr2.pdf)
- › **Adelaide Hills Wine Region**
  - Environmental Plan Review for the Adelaide Hills Wine Region (2011)
- › **Barossa Grape and Wine Association**
  - Development of *A guide to negotiating the sale of winegrapes in the Barossa* (January 2011)
  - Scoping assessment for the Barossa Next Crop Leadership Program (January 2011)
  - 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)
- › **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>
- › **Murray Valley Winegrowers Incorporated**
  - 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 Whats 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)

## Recent Presentations

- › **2011 Presentations**
  - *21<sup>st</sup> September 2011* Presentation titled *Knowing your numbers* at the Barossas Next Crop Leadership Program in the Barossa.
  - *20<sup>th</sup> and 22<sup>nd</sup> September 2011* Presentation at the *Vineyard Biodiversity and Insect Interactions* workshop in the Adelaide Hills and Langhorne Creek.
  - *17<sup>th</sup> August 2011* Presentation of WGGAs VineBiz Program in the Barossa.
  - *17<sup>th</sup> August 2011* - Presentation titled *Assessing the viability of your winegrowing business* at the Where to from here seminar in Mildura. See <http://www.murrayvalleywinegrapes.com.au/items/328/Mary%20Retallack%20Assessing%20Viability.pdf>
  - *28<sup>th</sup> March 2011* Presentation (and booklet launch) *A guide to negotiating the sale of winegrapes in the Barossa* (60 page booklet) in the Barossa. Hard copy available from [https://www.barossa.com/BGWA/grapebarossa/resources\\_grapebooklet.aspx](https://www.barossa.com/BGWA/grapebarossa/resources_grapebooklet.aspx)



**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 RtP® Viticulture series.
- › Manage the network of licensed RtP® 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:

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### GRAPE AND WINE RESEARCH AND DEVELOPMENT CORPORATION

#### AUG - SEPT 06

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

#### JUL 06

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 04 - DEC 05

Implementation of an Environmental Management System for the Eden Valley

Undertaken on behalf of Eden Valley Grape Growers.

#### JAN 03

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:

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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/rl/system/attrib/file/728/vineyardmgmt.pdf](http://www.winesa.asn.au/_dyn/media/rl/system/attrib/file/728/vineyardmgmt.pdf)

Retallack, M (2007) **PGIBSA 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](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](http://www.amlrnm.sa.gov.au/Portals/2/newsletter/smalltalk/SmallTalk_Summer2010.pdf)



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