

A Fundraiser for

**BARD ON THE BEACH** | 25<sup>th</sup>  
SHAKESPEARE FESTIVAL

**VANCOUVER**  
INTERNATIONAL  
**WINE FESTIVAL**



Presented by **THE VANCOUVER SUN**

February 24-March 2, 2014

# TRADE DAYS

## CONFERENCE

February 26-28



Sponsored by  
**BCBUSINESS**

**WINE LIST AWARDS**

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**Vancouver**  
magazine

Global Focus  
**BUBBLY!**

[VanWineFest.ca](http://VanWineFest.ca)

Featuring

*Bon  
appétit*

French •  
**wines**





## 36th Vancouver International Wine Festival

Presented by **THE VANCOUVER SUN**  
SERIOUSLY WESTCOAST

**The Wine World is Here... To Do Business With You**  
1,750 wines • 178 wineries • 14 countries • 54 events • 8 days • 23,000 wine lovers

The Trade Days Conference program is an integral part of Canada's premier wine show, designed to meet the needs of professionals in the hospitality and food and beverage industries. These trade focused events are designed to increase knowledge and expertise and introduce exciting new wines to the marketplace. Three days of seminars and tastings will introduce sommeliers, retailers, buyers, servers, chefs and media to the latest industry trends. With leading wine experts and principals from around the world pouring their products and sharing their trade secrets in person, this is without a doubt the pre-eminent opportunity in Canada to meet the men and women behind the wines you sell and serve.

## How to Order

**VanWineFest.ca • 604.873.3311**

Tickets to all public events go on sale **Tuesday, January 7 at 9:30 a.m.**

Trade Days Conference events are restricted to members of the hospitality and food and beverage industry. Individuals purchasing tickets for these events **must register** and provide their name, occupational title, and the name of their establishment prior to booking. A name tag with this information is required for entry to all Trade tasting sessions, including Buyers Only Hour.

**Tickets to all Trade Days Conference events go on sale:**  
**Tuesday, January 21, 2014 at 9:30 a.m.**

Event tickets are available online at **VanWineFest.ca**  
**By phone at 604.873.3311** Toll free **1.877.321.3121**. Monday-Friday 9:30 a.m.-5 p.m.  
**In person at 305-456 West Broadway, Vancouver, BC.** Monday-Friday 9:30 a.m.-5 p.m.

- All tickets are final sale. No refunds, exchanges or replacement tickets.
- All ticket prices include wine, food (if it is a food event), gratuities, service charges and taxes.
- All attendees must be 19+. **NO MINORS.** **Note:** Two pieces of ID will be required at the door.
- Please taste responsibly. Make a plan to Get Home Safe.
- Festival events begin promptly. Seating for latecomers at formal sit-down tastings is not guaranteed and money will not be refunded.
- VanWineFest and Bard on the Beach do not accept liability for tickets lost or misplaced. Refunds, exchanges, and replacement tickets will not be granted.
- Ticket limits apply to some events.
- Program and wines subject to change.

## Legend



**Wine and Food Pairing:**  
a menu designed to complement a flight of featured wines



**Wine Tasting:**  
an informal, stand-up tasting at winery tables



**France:**  
a France Bon Appétit theme event



**Wine and Food Grazing:**  
a stand-up event with wine and food



**Wine Seminar:**  
an educational, sit-down tasting



**Seminar:**  
event without wine

# GET HOME SAFE

## MAKE IT PART OF THE PLAN

Visit the BC Liquor Stores Get Home Safe booth, located outside the Festival Wine Shop, and pick up a complimentary single zone transit ticket. The ride's on us!

**BC LIQUORSTORES**  
CELEBRATE LIFE...ENJOY RESPONSIBLY

www.bcliquorstores.com

Bon  
appétit

French  
wines



## A celebrated heritage of quality and multi-sensory delights

For a corporate lunch, an aperitif with friends or a candle-lit dinner, with their convivial appeal, the extensive array of styles and flavours found in French wines is impossible to resist.

**France leads the world in the premium alcoholic drinks markets, focusing strongly on "terroirs" as a driving force.** A rich palette of grape varieties, soils and weather conditions, combined with skillful growers, lends France's drinks portfolio its legendary variety. French wines are made using high quality production methods and are subject to rigorous controls, thus making the perfect solution for consumers around the globe, whatever their needs.

### Product range:

Still wines, Champagne and sparkling wines. PDO/AOC/PGI and Non-GI wines\*

● Alsace, Beaujolais, Bergerac, Bordeaux, Bourgogne, Cahors, Champagne, Corsica, Floc de Gascogne, Gaillac, Jura, Languedoc, Loire Valley, Pineau des Charentes, Provence, Rhône Valley, Roussillon, Savoie, South-West and the list goes on ● Cognac and Armagnac,

\* Generally, branded wines labelled "Vin de France" implying no specific geographical origin within France. They replace the former "Vins de Table" category.

### Facts and Figures



**The world's leading producer** of wine in 2011

**92,800** vineyard domaines,  
**744** cooperatives and  
**885** negociant companies  
(20+ employees)

**460** AOP wines  
and **161** PGI wines

## Celebrating with Champagne and Crémants !

While Champagne is famous throughout the world, Crémant is also a French sparkling wine, protected by an AOC, to the delight of wine connoisseurs worldwide! Greatly appreciated for their exquisite taste and delicate bubbles, Champagne and Crémant are established favourites at celebrations and special occasions, from black-tie VIP events to intimate family gatherings and everything in between.

## Quality to savour

**Wines: discover a range of unparalleled throughout the world**

**With its diverse geography and weather conditions**, a multitude of world-famous wine regions and far reaching vineyards, France shines throughout the world with its unimitable portfolio.

Crisp, aromatic Crémant d'Alsace, rich and sweet Sauternes, smooth, robust Saint-Emilion, soft and spicy Côtes du Rhône or full-bodied, concentrated Saint-Estephe or why not a Côtes de Provence, Chablis or a Côtes de Nuits. There is always a perfect French wine to match any dish, mood or whim!

## Official signs of quality and origin



**Protected Designation of Origin (PDO) or Appellation d'Origine Protégée (AOP)** as it is known in France, is the European equivalent of the AOC. Both designations guarantee a product's authenticity and origin, and that it expresses a typical character attributable to this place. The combined effect of a specific production method and terroir, in which natural, climatic and physical factors, not to mention man's intervention, all interact, and each appellation thus reflects a specific, typical character.

**Created in 1968, vins de pays wines** are now recognised under the European framework of the Protected Geographical Indication (PGI) and account for more than a quarter of French wine production. The vast number of PGI wines found in different French regions and villages, and is testament to the sheer variety of French vineyards.

**The AB label also applies to wines.** Initially only covering grapes, the certification was extended in August 2012 to cover the entire winemaking process.



The Trade Days Conference Pass provides full badge and ticket access to the trade portion of VanWineFest. Passes are available online, by phone at 604.873.3311 or 1.877.321.3121, or in person at 305-456 West Broadway. Trade Days Conference Passes are only available until February 11.

## \$420 (\$638 value) includes:

### Wednesday, February 26

10 a.m.-12 p.m.  
**The Birthplace of Terroir**  
(Trade Masterclass)  
VCC West, meeting room 109  
**OR**  
1-3 p.m.  
**What's Trending in France?**  
(Trade Masterclass)  
VCC West, meeting room 110

### Thursday, February 27

9:30-11:15 a.m.  
**Wine Tour de France**  
(Theme Country Plenary)  
VCC West, meeting room 109  
**+**  
11:30 a.m.-1:15 p.m.  
**Principals Welcome Lunch**  
VCC East, Ballroom A  
**+**  
2:30-5 p.m.  
**Trade Tasting**  
VCC West, Ballroom D  
**+**  
7-10 p.m.  
**International Festival Tasting**  
VCC West, Ballroom D

**Add a second Masterclass (\$50)  
And a Saturday afternoon IFT (\$25)  
For a total Pass price of \$495**

**Note:** If you are an industry buyer and would like access to the Buyers Only Hour on Thursday and Friday from 1:30-2:30 p.m., please register as a buyer at time of purchase.

### Friday, February 28

9:30-11:15 a.m.  
**Excitement in a Glass**  
VCC West, meeting room 110  
**OR**  
**Serving It Up**  
VCC West, meeting room 118  
**OR**  
**We Say Bourgogne**  
VCC West, meeting room 109  
**+**  
11:30 a.m.-1:15 p.m.  
**Celebrating Excellence:  
The 11th Annual Awards Lunch  
Featuring Rhône Valley Wines**  
VCC East, Parkview Terrace  
**+**  
2:30-5 p.m.  
**Trade Tasting**  
VCC West, Ballroom D  
**+**  
5:30-9 p.m.  
**Gold Pass Tasting Lounge**  
VCC West, meeting room 201  
**+**  
7-10 p.m.  
**International Festival Tasting**  
VCC West, Ballroom D

## Thursday, February 27 and Friday, February 28, 2014

**948 wines • 178 wineries • 14 countries**

The Trade Tasting is a fantastic opportunity to meet wine producers from around the world, taste rare wines, and perhaps discover the next big thing in the wine industry. The Trade Tastings are not only an excellent opportunity to network and taste away from the evening crowds, but also a chance to sample **168 wines** of unique or special interest; these are in addition to the **780** served at both trade and public tastings. A winery principal, identified by a royal blue lanyard, is a senior member of the winery, intimately involved in the wine-producing process as a winemaker, proprietor or senior executive. Feel free to ask questions – this is the best opportunity to find out more about each wine.

### Registration Required

All members of the trade must register to purchase Trade Days Conference tickets. A nametag with your name, title and establishment is required for entry to all Trade Tasting sessions. Each day, the first hour in the room (1:30-2:30 pm) is reserved for trade buyers and executive chefs only, providing the time and freedom to taste wines and connect with wine industry personalities away from the crowds. VanWineFest defines buyers as wine and/or food industry trade professionals who purchase multiple cases of wine per month on behalf of their establishment. To attend the Buyers Only Hour from 1:30-2:30 pm, please ensure that you identify yourself as a buyer during the registration process.

### Shop the World

Case lots of selected wines identified with a **SHOP THE WORLD** neck tag are available for purchase. Place orders for those must-have wines directly at the participating winery tables and they'll be delivered to your closest BC Liquor Store within two weeks of the conclusion of the festival.

### BC LIQUOR STORES Festival Wine Shop Hours:

February 27 & 28 - 1:30-5 p.m. and 7-10 p.m.

March 1 - 3-5 p.m. and 7-10 p.m.

**Entry by Tasting Room ticket only**



**Trade Tasting**  
2:30-5 p.m.  
VCC West, Ballroom D  
1055 Canada Place Way  
**\$45**

*Sponsored by*



*Enjoy samples at*



*Caffè Umbria  
Natural Chocolate Works  
Terra Breads  
Terra International Foods  
Whistler Water*

*Supporters*



## FREE TASTING TICKET WITH HOTEL BOOKING DON'T WINE AND DRIVE

Stay at a downtown hotel during the wine fest and get one **FREE International Festival Tasting ticket** (up to \$89 value) per night when you book your stay through [beVancouver.com](http://beVancouver.com).



Subject to availability. Some conditions apply. Details online



# TASTE ZEPH THE SHOP AT THE FESTIVAL!

Watch for  
**blue dot** products  
available only at the  
festival wine shop!

VISIT THE  
**BC LIQUOR STORES  
FESTIVAL WINE SHOP**  
LOCATED AT THE  
TASTING ROOM EXIT.

**BUY NOW CARRY LATER**

For your convenience, the BC Liquor Stores Wine Shop offers a free bottle check service. Buy your selection early in the evening then have it set aside for you to pick up when you leave. For added convenience, purchases can be shipped free of charge to your local BC Liquor Store.

**GET HOME SAFE  
FREE TRANSIT TICKET**

After the tasting, visit the BC Liquor Stores Get Home Safe booth, located outside the Festival Wine Shop, and pick up a complimentary single zone transit ticket. The ride's on us!

**BC LIQUOR STORES  
FESTIVAL WINE SHOP HOURS**

FEBRUARY 27 1:30 – 5:00 p.m.  
FEBRUARY 28 1:30 – 5:00 p.m.  
MARCH 1 3:00 – 5:00 p.m.

**BC LIQUOR STORES**  
CELEBRATE LIFE...ENJOY RESPONSIBLY  
[www.bcliquorstores.com](http://www.bcliquorstores.com)



**Wednesday, February 26**

**Blind Tasting Challenge**

Got a great palate? Prove it! Blind taste seven wines and identify them using the Wine & Spirit Education Trust's Systematic Approach to Tasting. A celebratory reception follows the grand reveal of the wines. Winners will be acknowledged at Celebrating Excellence: The 11th Annual Awards Lunch. Challenge is open to wine trade, culinarians, and anyone seeking to nurture their inner wine geek.  
**Moderator: Tim Ellison**



*Pacific Institute of  
Culinary Arts*  
1505 West 2nd Avenue  
10 a.m.-12:30 p.m.  
**\$30**

*Sponsored by*



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*We Build Distinctive Brands*

Notes:

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*New to the 2014 Festival!*

## SHOP THE WORLD

The IVSA is pleased to introduce the "order by the case" program at the 2014 Wine Festival tasting tables.

Look for many specially marked tasting room wines identified with the **SHOP THE WORLD** neck tag.



Orders will be processed at the conclusion of the Festival and shipped to your preferred BCLDB store within two weeks.



VCC West,  
meeting room 109,  
1055 Canada Place  
10 a.m.-12 p.m.  
**\$60**

*Sponsored by*



**The Birthplace of Terroir**

*Trade Masterclass*

This top-tier wine seminar offers advanced members of the trade an in-depth look at terroir. You will discover the intimate link between terroir and grapes as well as its impact on winemaking methods and the final product in the bottle. The presentation will be led by John Szabo MS, with a panel of top experts.

**Moderator: John Szabo MS**

**Baron Philippe de Rothschild**

Pauillac, Château d'Armailhac 2009

**Champagne Barons de Rothschild**

Blanc de Blancs

**Gérard Bertrand**

Corbières-Boutenac, La Forge 2011

**Domaine Joseph Mellot**

Sancerre, la Chatellenie 2012

**Maison Louis Jadot**

Volnay 1er Cru, Clos De La Barre 2010

**Maison Louis Latour**

Chablis, Simonnet Febvre 2012

**Maison Louis Latour**

Corton-Charlemagne Grand Cru 2010

**Famille Perrin**

Châteauneuf-du-Pape, Château de Beaucastel 2011

**Romain Duvernay**

Hermitage 2009

**Domaine Zinck Vins d'Alsace**

Alsace, Grand Cru Riesling Pfersigberg 2010

*Wines subject to change*

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**What's Trending in France?**

*Trade Masterclass*

The Vancouver Sun's Anthony Gismondi leads a panel of France's top wine influencers through a discussion of trends: Natural Wines, Innovation as it Impacts Expression of Terroir, Creativity in Winemaking. Discover the new trends in French wine production and predict their impact at the global level.

**Moderator: Anthony Gismondi**

**Baron Philippe de Rothschild**

Pauillac, Château Clerc Milon 2007

**Les Vignerons de Buzet**

"Sans" Sulfites Ajoutés 2012

**M. Chapoutier**

Hermitage, Monier de la Sizeranne 2010

**Château de la Gardine**

Châteauneuf-du-Pape, Cuvée Peur Bleue 2010

**Gérard Bertrand**

IGP Aude Hauterive Domaine de Cigalus Blanc 2011

**Hugel & Fils**

Hommage à Jean Hugel Gewürztraminer 1998

**Domaine Joseph Mellot**

Pouilly-Fumé, Le Troncsec 2012

**Lanson**

Extra Age Brut

**Maison Louis Latour**

Corton, Château Corton Grancey Grand Cru 2010

*Wines subject to change*

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VCC West,  
meeting room 110,  
1055 Canada Place  
1-3 p.m.  
**\$60**

*Sponsored by*



Thursday, February 27



VCC West,  
meeting room 109  
1055 Canada Place  
9:30-11:15 a.m.  
\$45

Sponsored by



**Wine Tour de France**

*Theme Country Plenary*

Barbara Philip MW leads this major tasting of benchmark wines from across France. Iconic producers from each French region will virtually tour participants through the country's diverse regions, each with their own unique characteristics and charm. Get to know French wines on an intimate level and share the panel's passion for the grape!

**Moderator: Barbara Philip MW**

**Advini**

L'Amphore de Provence Rosé 2013: Provence, Côtes de Provence

**Baron Philippe de Rothschild**

Clerc Milon 2005: Bordeaux, Pauillac

**Boisset Family Estates**

JC Boisset 2011: Burgundy, Chambolle Musigny

**Vignobles Brumont**

Montus 2007: Southwest, Madiran

**M. Chapoutier**

Chanté Alouette 2011: Rhône, Hermitage

**Delàs Freres**

"Les Launes" 2011: Rhône, Crozes-hermitage

**Georges Duboeuf**

"Les Capitans" 2011: Beaujolais, Julienas

**Gérard Bertrand**

L'Hospitalet 2011: Languedoc / Roussillon, Languedoc La Clape

**Château de Jau**

Château de Jau 2011: Languedoc / Roussillon, Muscat de Rivesaltes

**Domaine Joseph Mellot**

La Chatellenie 2012: Loire, Sancerre

**Champagne Taittinger**

Prelude Grand Cru: Champagne

**Domaine Zinck Vins d'Alsace**

Gewürztraminer Eichberg 2010: Alsace, Alsace Grand Cru

*Wines subject to change*

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Friday, February 28



VCC West,  
meeting room 110  
1055 Canada Place Way  
9:30-11:15 a.m.  
\$45

**Excitement in a Glass**

Take five of the region's top sommeliers and wine buyers, add 10 wines from around the world, chosen on the basis of their excitement, and what do you get? A fantastic opportunity for trade professionals to learn the latest buzz in the industry. The panel is moderated by sommelier and wine educator Mark Davidson and will include Barbara Philip MW, Samantha Rahn, Matt Stamp MS, Mark Taylor and Terry Threlfall.

**Moderator: Mark Davidson, Wine Australia**

**Barbara Philip MW (BCLDB)**

**Boutinot**

La Côte Sauvage Côtes du Rhône Villages-Cairanne 2010

**Gunderloch**

Nackenheim Rothenberg Riesling Trocken 2012

**Samantha Rahn (Araxi)**

**M. Chapoutier**

Hermitage Chanté Alouette Blanc 2011

**Fontanafredda**

Barolo di Serralunga d'Alba DOCG 2009

**Matt Stamp MS (Guild of Sommeliers)**

**Robert Mondavi Winery**

To Kalon Vineyard Reserve Napa Valley Fumé Blanc 2011

**Chateau St. Jean**

La Petite Étoile Sauvignon Blanc 2011

**Mark Taylor (Siena)**

**Barone Ricasoli**

Castello di Brolio Chianti Classico DOCG 2010

**Campo Viejo**

Gran Reserva 2004

**Terry Threlfall (Sommelier/Consultant)**

**By Farr**

'Tout Pres' Pinot Noir 2010

**Pingus**

Dominio de Pingus, PSI, Ribero del Duero 2010

*Wines subject to change*

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# Festival at a Glance

For full event details visit [VanWineFest.ca](http://VanWineFest.ca)  
 All events available by phone at 604-873-3311 or 1.877.321.3121. **Winery dinners, group rates and Trade Days Conference Pass until February 11, 2014.**

- Wine Tasting
- Wine Mingler
- Wine Seminar
- Wine & Food Grazing

- Lunch & Brunch
- Winery Dinner
- Trade Only Events



Watch for more program details in a special **Vancover Sun** insert, Saturday, January 4, 2014

Follow the Festival on Twitter [@VanWineFest](https://twitter.com/VanWineFest)

Saturday, February 22		Wednesday, February 26	Thursday, February 27	Friday, February 28		Saturday, March 1		Sunday, March 2	
<b>Bacchanalia Gala Dinner + Auction</b> 5:45-11 p.m. The Fairmont Hotel Vancouver Winery Dinner, Auction <b>\$395/\$3160 table of 8</b>		<b>Blind Tasting Challenge</b> 10 a.m.-12:30 p.m. Pacific Institute of Culinary Arts Wine Seminar <b>\$30 / Page 9</b>	<b>Wine Tour de France</b> 9:30-11:15 a.m. VCC West Theme Country Plenary (Trade) <b>\$45 / Page 12</b>	<b>Excitement in a Glass</b> 9:30-11:15 a.m. VCC West Wine Seminar (Trade) <b>\$45 / Page 13</b>	<b>Serving It Up</b> 9:30-11:15 a.m. VCC West Seminar (Trade) <b>\$45 / Page 16</b>	<b>BC Paired: Indulge Your Senses</b> 12-2 p.m. ORU – Fairmont Pacific Rim Grazing Lunch <b>\$69</b>	<b>Celebrate Argentina</b> 12-2 p.m. V at Earls Yaletown Grazing Lunch <b>\$69</b>	<b>Vintners Brunch</b> 11:30 a.m.-2 p.m. VCC West Brunch <b>\$145/\$1350 table of 10</b>	
			<b>The Birthplace of Terroir</b> 10 a.m.-12 p.m. VCC West Masterclass (Trade) <b>\$60 / Page 10</b>	<b>Principals Welcome Lunch</b> 11:30 a.m.-1:15 p.m. VCC East Grazing Lunch (Trade) <b>\$75 / Page 18</b>	<b>We Say Bourgogne</b> 9:30-11:15 a.m. VCC West Wine Seminar (Trade) <b>\$45 / Page 17</b>	<b>Dine Italia</b> 11:30 a.m.-2:30 p.m. La Terrazza Sit-down Lunch <b>\$119</b>	<b>Life of Pie</b> 12-2 p.m. Loungeworks Grazing Lunch <b>\$69</b>	<b>Bubbly &amp; Bites</b> 3-5 p.m. Miele Showroom Wine & Food Grazing <b>\$65</b>	
<b>Monday, February 24</b>		<b>What's Trending in France?</b> 1-3 p.m. VCC West Masterclass (Trade) <b>\$60 / Page 11</b>	<b>Trade Tasting</b> 2:30-5 p.m. VCC West Wine Tasting (Trade) <b>\$45</b> Buyers Only Hour 1:30-2:30 p.m. Page 7	<b>Celebrating Excellence: 11th Annual Awards Lunch</b> Featuring Rhône Valley Wines Wine List Awards, Sommelier of the Year, Spirited Industry Professional Award 11:30 a.m.-1:15 p.m. VCC East Lunch (Trade) <b>\$75 / Page 20</b>		<b>Mediterranean Mingle</b> 12-2 p.m. VCC West Grazing Lunch <b>\$80</b>	<b>New Zealand – Passionate Pairings</b> 12-2 p.m. The Boathouse at Kits Beach Grazing Lunch <b>\$69</b>	<b>Brunello &amp; the Beast</b> 6:30-10 p.m. Wildebeest Winery Dinner <b>\$160</b>	
<b>The Essence of Chianti</b> 6:30-10 p.m. Siena Winery Dinner <b>\$145</b>	<b>Vive la Vie</b> 6:30-10 p.m. Les Faux Bourgeois Winery Dinner <b>\$125</b>		<b>Delizie e Vino</b> 6:30-10 p.m. Cioppino's Mediterranean Grill Winery Dinner <b>\$225</b>	<b>The Heart of Burgundy</b> 6:30-10 p.m. Coast Restaurant Winery Dinner <b>\$155</b>	<b>All About Bubbly!</b> 5-6:45 p.m. VCC West Wine Seminar <b>\$65</b>	<b>International Festival Tasting</b> 3-5 p.m. VCC West Wine Tasting <b>\$68/\$60 groups of 8+</b>	<b>Champagne Wishes</b> 6:30-10 p.m. Blue Water Cafe Winery Dinner <b>\$185</b>		
<b>Tuesday, February 25</b>		<b>L'Instant Taittinger</b> 6:30-10 p.m. West Restaurant Winery Dinner <b>\$195</b>	<b>Nothing But Burgundy</b> 6:30-10 p.m. Le Crocodile Winery Dinner <b>\$195</b>	<b>Rhône Perfection: M. Chapoutier</b> 5-6:45 p.m. VCC West Wine Seminar <b>\$75</b>	<b>Trade Tasting</b> 2:30-5 p.m. VCC West Wine Tasting (Trade) <b>\$45</b> Buyers Only Hour 1:30-2:30 p.m. Page 7		<b>25 Under \$25</b> 5-7 p.m. VCC West Wine Mingler <b>\$49</b>	<b>Insatiable Rhône</b> 6:30-10 p.m. Hawksworth Restaurant Winery Dinner <b>\$225</b>	
<b>L'Art de Vivre</b> 6:30-10 p.m. Le Parisien Winery Dinner <b>\$175</b>	<b>Far East &amp; Down Under</b> 6:30-10 p.m. Maenam Winery Dinner <b>\$120</b>	<b>Salut Château Beaucastel</b> 6:30-10 p.m. Bistro Pastis Winery Dinner <b>\$190</b>	<b>Tradizionale e Moderna</b> 6:30-10 p.m. La Terrazza Winery Dinner <b>\$145</b>	<b>Wine 305: Advanced Burgundy</b> 5-6:45 p.m. VCC West Wine Seminar <b>\$125</b>	<b>Iconic French Wines</b> 5-6:45 p.m. VCC West Wine Seminar <b>\$75</b>	<b>Renaissance of a Top Château</b> 5:15-6:45 p.m. Terminal City Club Wine Seminar <b>\$295</b>	<b>France: Find Your Style</b> 5-6:45 p.m. VCC West Wine Seminar <b>\$55</b>	<b>Meet Your Match</b> 5-6:45 p.m. VCC West Wine Seminar <b>\$75</b>	<b>Taste the World</b> 6:30-10 p.m. Black + Blue Winery Dinner <b>\$145</b>
<b>Viva España</b> 6:30-10 p.m. España Winery Dinner <b>\$95</b>	<b>France Bubbly Party</b> 9:00-11 p.m. Ginger 62 Wine Mingler <b>\$65</b>	<b>California Cruisin'</b> 8:30-11 p.m. Brix Restaurant & Bar Wine Mingler <b>\$65</b>		<b>Curtain Raiser</b> 6-7 p.m. VCC West Wine & Food Grazing Invitation & passes only	<b>Gold Pass Tasting Lounge</b> 5:30-9 p.m. VCC West Wine & Food Grazing <b>\$159 includes Friday IFT</b>		<b>Gold Pass Tasting Lounge</b> 5:30-9 p.m. VCC West Wine & Food Grazing <b>\$159 includes Saturday IFT</b>		
			<b>International Festival Tasting</b> 7-10 p.m. VCC West Wine Tasting <b>\$89/\$80 groups of 8+</b>	<b>International Festival Tasting</b> 7-10 p.m. VCC West Wine Tasting <b>\$89/\$80 groups of 8+</b>		<b>International Festival Tasting</b> 7-10 p.m. VCC West Wine Tasting <b>\$89/\$80 groups of 8+</b>			



Friday, February 28



**Serving It Up**

Are you serving it up? Getting customers through the door is great, but what can you do to make sure you're tapping into their full purchasing power? Join a panel of seasoned industry professionals to explore ways to generate more sales, get customers to trade up their price points, and build repeat trade for your establishment.

*Note: There will not be any wine served at this event.*

VCC West,  
meeting room 118  
1055 Canada Place Way  
9:30-11:15 a.m.

\$45

Notes:

Blank lined area for notes.

**We Say Bourgogne**

Annette Hanami, AIWS, official Bourgogne Wine trainer, presents a virtual visit through the vineyards of Bourgogne, a land known to us as Burgundy. Chablis, Gevrey-Chambertin, Beaune, Rully, Vosne-Romanée, Pouilly-Fuissé... learn about the unique terroir and the inimitable climats that make Bourgogne one of the most famous vineyard areas of France!

**Moderator: Annette Hanami**

**Boisset Family Estates**

Bourgogne Pinot Noir "Les Ursulines" 2009

**Georges Duboeuf**

Macon Chaintré 2012

**Maison Louis Jadot**

Beaune 1er Cru Les Boucheroles 2010

**Maison Louis Latour**

Meursault 1er Cru Château de Blagny 2010

**Cave de Lugny**

Crémant de Bourgogne

**Roux Père & Fils**

Saint-Aubin "La Pucelle" 2010

**Domaine du Chalet Pouilly**

Pouilly-Fuissé 2011

**Domaine G. Roblot-Marchand et Fils**

Vosne-Romanée 2009

**Maison Jean Marc Brocard**

Chablis 1er Cru Montmains 2011

**Domaine Ecard**

Savigny-lès-Beaune Les Narbantons 2009

*Wines subject to change*



VCC West,  
meeting room 109  
1055 Canada Place  
9:30-11:15 a.m.

\$45

*Sponsored by*



BOURGOGNES

**Also of interest to members of the trade:**

**Wine and Liquor Law in British Columbia**

Monday, February 24, 2014  
Vancouver, BC

For more information about the seminar on Wine and Liquor Law in British Columbia and discounts for festival participants, please visit [VanWineFest.ca](http://VanWineFest.ca)



BC HOSPITALITY FOUNDATION

**BC Hospitality Foundation**

The BC Hospitality Foundation provides support for individuals within the hospitality community, beyond traditional medical benefits and insurances, who are coping with a financial crisis arising from a health or medical condition. As well, it is committed to supporting the industry's next generation by providing scholarships to selected students enrolled in hospitality, culinary and wine programmes in BC.

# Principals Welcome Lunch

Thursday, February 27



VCC East,  
Ballroom B  
999 Canada Place  
11:30 a.m.-1:15 p.m.  
\$75

## Principals Welcome Lunch

Join the 178 participating winery principals at this welcome lunch, as they share their wine selections with you. Enjoy a delectable and portable menu created by VCC's Executive Chef Blair Rasmussen. Circulate around the room or find a table where you can catch up with peers and principals. Wineries will be grouped by wine agency.

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## Trade Days Speakers

### Speaker

**Richard Carras**, Vice President,  
Authentic Wine and Spirits Merchants

**Mark Davidson**, wine educator,  
Wine Australia

**Tim Ellison**, Sommelier,  
Pacific Institute of Culinary Arts

**Anthony Gismondi**, Columnist,  
*The Vancouver Sun*,  
gismondionwine.com

**Annette Hanami**, Official Bourgogne  
Wine Trainer

**Fred Lee**, Man About Town,  
CBC Radio & *The Vancouver Courier*

**Paulette Parry**, Vice President,  
Marketing, BCLDB

**Barbara Philip MW**, Portfolio  
Manager, BCLDB

**Samantha Rahn**, Sommelier, Araxi

**Blair Rasmussen**, Executive Chef,  
Vancouver Convention Centre

**Paul Rickett**, Host/Researcher

**Matt Stamp MS**, Guild of Sommeliers

**John Szabo MW**, wine educator

**Mark Taylor**, Owner, Siena

**Terry Threlfall**, Sommelier +  
Consultant, Festival Sommelier

### Event

*Principals Welcome Lunch*

*Excitement in a Glass*

*Blind Tasting Challenge*

*What's Trending in France?*

*We Say Bourgogne*

*The 11th Annual Awards Lunch*

*Serving It Up*

*Excitement in a Glass; Wine Tour de  
France*

*Excitement in a Glass*

*The 11th Annual Awards Lunch;  
Principals Welcome Lunch*

*Serving It Up*

*Excitement in a Glass*

*The Birthplace of Terroir*

*Excitement in a Glass*

*Excitement in a Glass*

VANCOUVER  
INTERNATIONAL  
WINE FESTIVAL

Presented by  
THE VANCOUVER SUN

February 24-March 2, 2014



## CELEBRATING EXCELLENCE

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Wine List Awards  
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magazine

## CONGRATULATIONS TO OUR 2013 TRADE COMPETITION WINNERS

### METRO VANCOUVER

#### Platinum

Blue Water Cafe + Raw Bar  
Cioppino's Mediterranean  
Grill & Enoteca  
Wine Room at  
Joey Bentall One

#### Gold

Brix Restaurant & Wine Bar  
Chambar  
CinCin  
Hawksworth Restaurant  
Joe Fortes Seafood  
& Chop House  
MARKET by Jean-Georges  
Nici Antica Pizzeria  
Salt Tasting Room  
Tableau Bar Bistro  
West Restaurant  
YEW restaurant + bar

#### Silver

Bao Bei  
Cibo Trattoria + Uva  
Wine Bar  
Edible Canada at the Market  
Provence The Wine Bar  
The Observatory Restaurant  
Zest Japanese Cuisine

#### Bronze

La Gavroche  
Lift Bar Grill View  
The Beach House  
Restaurant

#### Honourable Mention

Fable Kitchen  
Gramercy Grill  
Raincity Grill  
The Fish House  
in Stanley Park  
WHET kitchen bar patio

### WHISTLER

#### Gold

Alta Bistro  
Araxi Restaurant + Bar  
Rimrock Cafe

#### Silver

The Grill Room  
at The Fairmont  
Chateau Whistler

### VICTORIA & VANCOUVER ISLAND

#### Gold

Vis à Vis wine + charcuterie bar  
(Victoria)

#### Silver

Hotel Grand Pacific  
(Victoria)  
Nautical Nellies (Victoria)  
Stage Wine Bar (Victoria)

#### Bronze

Il Terrazzo Ristorante  
(Victoria)  
Veneto Tapa Lounge  
(Victoria)

#### Honourable Mention

The Grand Hotel Nanaimo

### OTHER BC

#### Gold

Emerald Lake Lodge (Field)  
The Restaurant at Painted  
Boat (Madeira Park)

#### Silver

La Bussola (Kelowna)  
Local Lounge Grille  
(Summerland)

### CALGARY & OTHER ALBERTA

#### Platinum

Cilantro (Calgary)  
Divino Wine & Cheese  
Bistro (Calgary)  
Vin Room Mission (Calgary)

#### Gold

The Ranche (Calgary)  
Vin Room West (Calgary)

#### Silver

Buffalo Mountain Lodge  
(Banff)  
Rush Restaurant & Bar  
(Calgary)

#### Honourable Mention

Bar C (Calgary)

### SOMMELIER OF THE YEAR

Samantha Rahn  
Araxi Restaurant

### SPIRITED INDUSTRY PROFESSIONAL

Sid Cross

### VINTNERS BRUNCH PAIRING COMPETITION

Alvin Pillay  
Killjoy Barbers

### BLIND TASTING CHALLENGE

Murray Bancroft (culinary)  
Wendy Spicknell (consumer)  
Chris Turyk (trade)

## Friday, February 28



VCC East,  
Parkview Terrace  
999 Canada Place  
11:30 a.m.-1:15 p.m.  
**\$75**

### Celebrating Excellence: The 11th Annual Awards Lunch Featuring Rhône Valley Wines

France's famed Rhône Valley wine region is in the spotlight at this annual lunch, featuring the presentation of the Spirited Industry Professional (SIP) Award, Sommelier of the Year, Wine List Awards and Blind Tasting Challenge Award. Taste your way through vastly diverse Rhône Valley wines while you dine indulgently and watch the industry medals fly.

*Sponsored by*



## 2014 Celebrating Excellence Program

Four annual industry awards will be presented at the 11th Annual Awards Lunch:

- Spirited Industry Professional Award
- Sommelier of the Year
- The Vancouver International Wine Festival Annual Wine List Awards
- Blind Tasting Challenge (see page 9)

Come and celebrate with Vancouver's best!

For more information and a full list of past winners of these awards, visit [VanWineFest.ca](http://VanWineFest.ca).

*Sponsored by*



## Sommelier of the Year

Every year, a panel of industry professionals convenes to recognize an individual as the province's finest sommelier. Nominees are vetted and requested to outline their wine philosophy, their wine program and their wine list. As Sommelier of the Year, the winner joins an elite group of Canadian sommeliers and receives a Trade Days Conference Pass to attend the Vancouver International Wine Festival in the following year.

Past winners:

- Samantha Rahn (2013)
- Terry Threlfall (2012)
- Owen Knowlton (2011)
- Kurtis Kolt (2010)
- Andrea Vescovi (2009)
- Neil Ingram (2008)
- Chris Van Nus (2007)
- Sebastien Le Goff (2006)
- Tom Doughty (2005)
- Mark Taylor (2004)
- Barbara Philip, MW (2003)
- Peter Bodnar Rod (2002)
- Mark Davidson (2001)
- Brent Hayman (2000)

## Wine List Awards Competition

The Vancouver International Wine List Awards pay tribute to restaurateurs who have committed to producing an original and creative wine program. Restaurants are invited to submit their wine program details to a panel of respected wine critics for judging. The categories open are: Platinum, Gold, Silver, Bronze and Honourable Mention.

**Key criteria:**

- The philosophy behind the restaurant's wine program
- How successfully wine and food pairing goals match the philosophy
- Wine education for staff
- User-friendly format free of grammatical and spelling errors
- Value for consumers

To enter, a restaurateur must submit their current wine list, dinner menu and a non-refundable entry fee of \$125. The entry fee includes the price of one ticket to the 11th Annual Awards Lunch and one ticket to the Friday Trade Tasting with Buyers Only Hour.

Winners will be announced at the Awards Lunch and will be posted online at the VanWineFest website, and the results will be published by *Vancouver Magazine* and *The Vancouver Sun*.

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## Spirited Industry Professional

The annual Spirited Industry Professional Award is presented to an individual who has made a significant contribution to the sales, service or promotion of wine in British Columbia. VanWineFest solicits nominations from across the province to recognize Spirited Industry Professionals who have made a significant and indisputable impact upon British Columbian wine culture.

Past winners:

- Sid Cross (2013)
- Richard Carras (2012)
- Jurgen Gothe (2011)
- Anthony Gismondi (2010)
- John Schreiner (2009)
- Christine Coletta (2008)
- David Scholefield (2007)
- Darryl Weinbren (2006)

## Vintners Brunch Food and Wine Pairing Competition

During the annual Vintners Brunch, a panel of experts will put the chefs to the test with their analysis of just how well they've paired their dish with their featured wine. The results are announced at the end of the brunch.

Past winners:

- Alvin Pillay, Killjoy Barbers (2013)
- Scott Kidd, LIFT (2012)
- Neil Taylor, Cibo Trattoria (2011)
- Jonathan Chovancek, Culinary Capers Catering (2010)
- Blair Rasmussen, Vancouver Convention Centre (2009)
- Tim Muehlbauer, Northwest Culinary Academy (2008)

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## FRANCE

### ALSACE

Domaine Charles Sparr  
Hugel & Fils  
Pfaffenheim  
Pierre Sparr  
Domaine Zinck Vins  
d'Alsace

### BEAUJOLAIS

Georges Duboeuf

### BORDEAUX

Baron Philippe de  
Rothschild  
Compagnie Médocaine  
des Grands Crus  
Dourthe  
Les Grands Chais de  
France  
Schröder & Schÿler

### BOURGOGNE

Boisset Family Estates  
Maison Louis Jadot  
Maison Louis Latour  
Cave de Lugny  
Roux Père & Fils

### CHAMPAGNE

Champagne Barons de  
Rothschild  
Champagne H. Blin  
Charles de Cazanove  
Lanson  
Laurent-Perrier  
Nicolas Feuillatte  
Champagne Taittinger  
Thiénot

### LOIRE

Famille Bougrier  
Les Grands Chais de  
France  
Domaine Joseph Mellot  
Château de Sancerre

### RHÔNE

Boutinot  
Brotte  
M. Chapoutier  
Delas Frères  
Gabriel Meffre  
Château de la Gardine  
Marrenon  
Ogier  
Paul Jaboulet Aîné  
Famille Perrin  
Cave de Rasteau  
Romain Duvernay  
Domaine de la Solitude

### SOUTH OF FRANCE

Château d'Anglès  
Gérard Bertrand  
Les Jamelles / Abbotts  
& Delaunay  
Château de Jau  
Domaines Paul Mas  
Sieur d'Arques  
Val d'Orbieu

### SOUTHWEST FRANCE

Vignobles Brumot  
Les Vignerons de Buzet  
Château Lagrézette

### MULTI-REGION

Advini



## ARGENTINA

Altos Las Hormigas  
Domaine Bousquet  
Viña Cobos  
Decero  
Dominio del Plata  
Viña Doña Paula  
Bodegas Escorihuela  
1884  
Bodegas Graffigna  
Bodega Haarth  
Bodegas Pascual Toso  
Las Perdices  
Bodega Renacer  
Bodegas Santa Ana  
Bodega Vistalba



## AUSTRALIA

Chapel Hill  
Evans & Tate  
Hardys  
Inland Trading Co.  
Longview Vineyard  
Majella Wines  
McGuigan Wines  
Peter Lehmann Wines  
Teusner Wines  
Wineinc Wines  
Wolf Blass  
Yalumba  
Yellowglen



## CANADA

### BRITISH COLUMBIA

Artisan SakeMaker at  
Granville Island  
Averill Creek Vineyard  
Bench 1775  
Blue Mountain Vineyard  
and Cellars  
Burrowing Owl Winery  
Cassini Cellars  
Gehring Brothers  
Estate Winery  
Gray Monk Estate  
Winery  
Haywire  
Hester Creek Estate  
Winery  
Jackson-Triggs Estate  
Winery  
Lake Breeze Vineyard  
and Winery  
Meyer Family Vineyards  
Mission Hill Family  
Estate  
Osyoos Larose  
Painted Rock Estate  
Winery  
Poplar Grove  
Sandhill  
Steller's Jay  
Stoneboat Vineyards  
Summerhill Pyramid  
Winery  
Tantalus Vineyards  
Thornhaven Estates  
Winery  
TIME Estate Winery  
Tinhorn Creek Vineyards  
Unsworth Vineyards  
Wayne Gretzky  
Okanagan



## CHILE

Cono Sur Vineyards &  
Winery  
Lapostolle  
Santa Rita



## GERMANY

Deinhard / Schloss  
Johannisberg  
Gunderloch  
Henkell & Co.



## ISRAEL

Galil Mountain Winery /  
Yarden



## ITALY

Marchesi Antinori  
Tenuta Argentiera  
Barone Ricasoli  
Castiglion del Bosco  
Damilano  
DaVinci  
Fontanafredda /  
Borgogno  
Marchesi de'  
Frescobaldi  
Giusti Prosecco  
MASI Agricola S.p.A.  
Mezzacorona / Rotari  
Mionetto  
Monte del Frà  
Cantina di Negrar  
Cantine Riondo  
Rocca delle Macie  
Ruffino  
Tenuta Sette Ponti /  
Feudo Maccari  
Vini Toton



## JAPAN

Yoshi No Gawa Saké Co.



## NEW ZEALAND

Kim Crawford  
Matua  
Nautilus Estate  
Seresin Estate  
Stoneleigh  
Villa Maria Estate  
Wither Hills



## PORTUGAL

Aveleda  
Fladgate Partnership  
Graham's  
José Maria da Fonseca  
Quinta do Crasto  
Ramos Pinto  
Symington: Dow's /  
Warre's



## SOUTH AFRICA

Flagstone  
Glen Carlou  
Graham Beck Wines  
Nederburg



## SPAIN

Campo Viejo  
Bodegas Castaño  
Codorníu  
J. García Carrión  
Grandes Vinos y Viñedos  
Miguel Torres  
Nathalie Bonhomme  
Segura Viudas



## USA

### CALIFORNIA

Cannonball  
Chateau St. Jean  
Concannon Vineyard  
Hess Collection  
Hope Family Wines  
La Crema  
Michael David Winery  
Nine North Wine  
Company  
Robert Mondavi Winery  
Signorello Estate  
Winery  
Sterling Vineyards  
Trim / Edge / Fuse Wines  
Truett-Hurst  
West Coast Wine  
Partners

### OREGON

Elk Cove Vineyards  
King Estate

### WASHINGTON

Charles Smith Wines /  
K Vintners  
Chateau Ste. Michelle  
Waterbrook

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The Import Vintners & Spirits Association is the trade association representing the interests of agents and importers of imported beverage alcohol products in BC and Alberta. Over 80% of the wineries attending this year's Festival are represented by Agent members. [www.ivsa.ca](http://www.ivsa.ca)

**Event and International Festival Tasting sponsors**

Big thanks to the sponsors of our International Festival Tastings and special events. Those logos are next to their relevant event descriptions in the brochure and online.

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Pacific Institute of  
Culinary Arts  
Pedersen's  
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Rhône Valley Wines  
Salut!

Terminal City Club  
Terra Breads  
Terra Foods  
Vins du Rousillon  
Whistler Water  
Wine Australia  
Wines of Alsace  
Wines of Argentina  
Wines of South Africa

## Bard on the Beach Shakespeare Festival

### Mission:

To perform, explore and celebrate the genius of William Shakespeare.

### Vision:

To create an enduring contribution to the cultural fabric of the community as an inspiring centre of Shakespeare performance, education and understanding.

Celebrating its 25th Season in 2014, Bard on the Beach Shakespeare Festival is one of Canada's largest not-for-profit, professional Shakespeare festivals. Presented in a magnificent setting on the waterfront in Vancouver's Vanier Park, the Festival offers Shakespeare plays, related dramas, and several special events in two performance tents. **Bard on the Beach's 2014 season** will run June 11-September 20. This year sees the return of two audience favourites: ***A Midsummer Night's Dream***, directed by Dean Paul Gibson and ***The Tempest***, staged by Meg Roe. Presented on the BMO Mainstage, they will be re-imaginings of Gibson and Roe's hugely successful 2006 and 2008 productions. On the Douglas Campbell Studio Stage, Bard presents a bold adaptation of Shakespeare's ***Cymbeline***, directed by Anita Rochon and ***Equivocation***, a story set in Shakespeare's era, written by contemporary playwright Bill Cain and directed by Michael Shamata.

Bard on the Beach was established in 1990 with a mandate to provide both Vancouver residents and tourists with affordable, accessible Shakespearean productions of the finest quality. The Festival began as an Equity Co-op, funded primarily by a Canada Council Explorations grant awarded to Artistic Director and Founder Christopher Gaze. A fully professional, not-for-profit theatre company, Bard on the Beach now engages thirty actors in two companies to perform four plays each season, as well as a team of exceptional directors, designers, and technicians; it is also supported by more than 200 volunteers. The productions consistently receive both critical and audience acclaim and play to sold out houses. Over 1.2 million patrons have enjoyed Bard performances over its 24-year history.

In addition to its Shakespeare productions, Bard offers many ancillary activities including opera concerts, specialty workshops, lectures and forums. The tented Bard Village provides patrons with a range of activities and services including informal *In A Nutshell* talks to provide insight into the plays, concessions and bar services and a boutique.

Through its constantly expanding community outreach, Bard hosts the immensely popular Young Shakespeareans Workshops for youth and teens at the site during the summer and Bard in the Classroom workshops for students and teachers during the school term.

Bard on the Beach is extremely proud to have been chosen by the Vancouver International Wine Festival as its charitable recipient. This new partnership will be invaluable to the Festival, helping it to maintain its high level of artistic standards while keeping it an affordable entertainment option for theatre-goers locally, across the country and around the world.

25th Anniversary Season  
**JUNE 11 - SEPT 20, 2014**

A MIDSUMMER  
NIGHT'S DREAM

THE TEMPEST

GYMBELINE

EQUIVOCATION

by Bill Cain

Tickets on sale in April • All seats reserved

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**bardonthebeach.org**



Twelfth Night, Bard on the Beach 2013, Photo: David Blue



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Wine Festival

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