

FEATURING



PORTUGAL



SPAIN

FUNDRAISING

Bacchanalia
GALA DINNER + AUCTION
Saturday Night! Feb 24, 2018

BENEFITING



40TH ANNUAL
VANCOUVER
INTERNATIONAL
WINE FESTIVAL 
Feb 24–Mar 4, 2018



“ONE OF THE
VERY BEST
WINE FESTIVALS
IN THE WORLD”

SPONSORSHIP BACKGROUNDER
Contact: Sponsors@VanWineFest.ca

SPONSOR CANADA'S PREMIER WINE SHOW



“One of the very best wine festivals in the world”

As a sponsor of the Vancouver International Wine Festival, you will have unparalleled access to 25,000 affluent festivalgoers (59.2 percent have household income over \$100,000 and over half of those have \$150,000+ HHI) with plenty of disposable income. The typical festivalgoer is 38 years old and is an active, social, wine-and-food savvy professional. Patrons spend an average of \$523 per month (\$6,275 annually) on wine and dining out with wine.

Your partnership will be tailored to suit your budget and sponsorship goals. It can be festival-wide or you can choose from a menu of public-only or trade-only events, large or small.



THE PLAY'S THE THING



The Winter's Tale 2017. Ashley O'Connell, Kaitlin Williams & Julien Galipeau. And sheep by Heidi Wilkinson.
Image: David Blue & Jason Keel



Bard on the Beach Shakespeare Festival receives a record \$280,000 contribution from 2017 VIWF. Pictured from left to right: Claire Sakaki, Bard's executive director; Jana Maclagan, chair of VIWF's Bacchanalia Gala; Harry Hertscheg, VIWF executive director; Christopher Gaze, artistic director, Bard; and Mark Hicken, vice-chair, VIWF Board.

Your sponsorship of the Vancouver International Wine Festival helps support one of Vancouver's iconic arts organizations. Net proceeds raised go to **Bard on the Beach Shakespeare Festival**.

We are delighted to have contributed nearly \$9 million to the performing arts since our inception in 1979. Founded as a fundraiser for the Vancouver Playhouse Theatre Company, VIWF proudly supported the Playhouse for 34 years until it closed in 2012. Since then, VIWF has raised nearly \$1 million for Bard, including \$280,000 in 2017.

Bard on the Beach 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, Bard on the Beach offers Shakespeare plays, related dramas and several special events in two performance tents from June through September. Artistic director Christopher Gaze actively spreads enthusiasm for the magic of Shakespeare's plays through numerous guest appearances at corporate, scholastic and private events.

Through its constantly expanding community outreach, Bard hosts the 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. In 2014, it launched the *Riotous Youth* program to provide further Shakespearean theatre education to some of its summer workshop graduates.



2018 QUICK STATS



- 40th annual (founded 1979)
- February 24 to March 4
- 8 days. Some highlights:
 - Bacchanalia Gala Dinner + Auction, Feb 24
 - Tasting Room at Vancouver Convention Centre, Mar 1-3. The heart of the festival with six tasting sessions over three days: four International Festival Tastings for consumers and two Trade Tastings
 - Trade Days Conference, three days, Feb 28, Mar 1 & 2. Offers 14 trade-only events including masterclasses, a plenary, seminars, networking lunches and Trade Tastings
- 25,100 admissions in 2017, a record (96% of available tickets sold)
- 180 wineries*
- 16 countries*
- 54 events at ~25 venues*
 - 40 for consumers*
 - 14 for trade*
- ~ 50 participating restaurants, hotels, caterers*
- 1,700 wines*, including
 - ~ 780 at International Festival Tastings
 - ~ 170 additional wines at Trade Tastings
 - ~ 750 wines at special events (dinners, seminars, etc)
- 42,000 bottles poured and/or purchased*
- 82,000 wine glasses used*
- Tasting Room size (at VCC): ~53,000 square feet

* 2017 stats

DEMOGRAPHICS



Festivalgoers are young, well-educated and affluent (59.2 percent have household income of \$100,000+ per annum and over half of those have HHI of \$150,000+) and have high disposable income.

They are loyal, repeat customers – 65 percent have attended two or more years. Gender breakdown is 54 percent women, 46 percent men.

About 79 percent of festivalgoers are from the Metro Vancouver area. The rest of BC – mainly the Interior/Okanagan, Vancouver Island, Sea to Sky corridor – accounts for ~15 percent, and about six percent are out-of-province or out-of-country.



AGES

- 19 to 24 – 3.5 percent
- 25 to 34 – 23 percent
- 35 to 44 – 23 percent
- 45 to 54 – 24.3 percent
- 55 to 64 – 18.6 percent
- 65+ - 7.5 percent
- **Average age 38**

GENDER

- Men, 46 percent
- Women, 54 percent

HOUSEHOLD INCOME

- \$200,000+ – 12.7 percent
- \$151,000 to \$200,000 – 15.3 percent
- \$100,000 to \$150,000 – 31.2 percent
- \$76,000 to \$100,000 – 18.9 percent
- \$51,000 to \$75,000 – 13.8 percent
- \$50,000 and under – 8.2 percent

EDUCATION

- University degree – 57 percent; some university, 11 percent
- College degree – 12 percent; some college, 13 percent
- High school and other – 7 percent

Data from 1,900+ respondents via 2015 online subscriber survey; 2014 onsite survey; and box office statistics.

THE WINE WORLD IS HERE



The Vancouver International Wine Festival is Canada's premier wine show and widely considered to be the best wine event in North America. With 25,100 admissions and at 40 years of age, it also is one of the biggest and oldest in the world. It unites twin passions for great wine and good food in a city that is renowned for its wine savvy and its vibrant fine dining culture. This international festival showcases some 1,700 wines from 15 countries and brings the rock stars of the world's wine scene to Vancouver. The 2018 festival expects to feature 54 events at 25 venues. It is headquartered at the dramatic Vancouver Convention Centre. The festival has won the **#1 Food, Wine & Hospitality Industry Event in Canada** from New York's BizBash for the last four years.



FEATURED IN 2018



PORTUGAL



SPAIN

Each year the festival shines the spotlight on one of the ~15 participating countries or regions. The featured region has more wineries, wines and events than any other. For 2018, the Iberian Peninsula neighbours of Spain and Portugal are featured.

RECENT THEMES

- 2017 The Wine World Celebrates Canada
- 2016 Italia!
- 2015 Savour Australia
- 2014 France Bon Appétit
- 2013 California Wines
- 2012 Wines of Chile

THE VINE STARS ARE HERE



Michel Chapoutier
Proprietor
 Maison M. Chapoutier
 (France)

Every participating winery sends a vine star (proprietor, winemaker, family member, senior executive) to VanWineFest. And that often means that the person pouring the wine has his or her name on the bottle. It's what sets this festival apart. Some of the winemakers at festivals past and present include:



Nathalie Bonhomme
Winemaker
 El Petit Bonhomme/Gil Family Estates
 (Spain)



Jane Ferrari
Winemaker/Storyteller
 Yalumba
 (Australia)



Dlynn Proctor
North American Wine Ambassador (and star of SOMM)
 Penfolds
 (Australia: Barossa)



Ray Signorello
Proprietor/Winemaker
 Signorello Estate Winery
 (USA: California)



John Skinner
Proprietor
 Painted Rock
 (British Columbia: Okanagan)



Charles Smith
Proprietor
 Charles Smith Wines
 (USA: Washington State)



Daniel Castaño
Export Director & Family Member
 Familia Castaño
 (Spain)



Sergio Zingarelli
Proprietor
 Rocca delle Macie
 (Italy)

THE STOVE STARS ARE HERE



David Hawksworth
Hawksworth Restaurant
(Photo courtesy of Hawksworth Restaurant)

Over 50 of the province's most celebrated chefs, restaurants, hotels and caterers take part in the festival, staging winery dinners or lunches or hosting food stations at the acclaimed Vintners Brunch. Some of the all-star chefs and restaurants participating in recent festivals include:



Alex Chen
Boulevard Kitchen & Oyster Bar
(Photo from boulevardvancouver.ca)



Frank Pabst
Blue Water
(Photo from bluewatercafe.net)



Pino Posteraro
Cioppino's Mediterranean Grill
(Photo courtesy of Cioppino's Mediterranean Grill)



Quang Dang
West



Chris Whittaker
Forage
Silver, 2015 Vintners Brunch pairing competition



Vikram Vij
Vij's

EVENTS

INTERNATIONAL FESTIVAL TASTINGS



The heart of the Vancouver International Wine Festival is the Tasting Room at the Vancouver Convention Centre. Over 18,000 people attend six tasting sessions there on Thursday, Friday and Saturday of festival week.

There are four International Festival Tastings for the public, offering 780 wines by 180 wineries, and two Trade Tastings, at which an additional 170 wines are poured. Festivalgoers who discover wines they like may buy them at BC Liquor Stores' onsite festival wine shop and have them shipped for free to their local BC Liquor Store.

"Besides the, oh, 1,750-ish wines being poured by winemakers and principals from 170 wineries, there's nothing like enjoying the big-city buzz of the room at Vancouver Convention Centre West, with that jaw-dropping view of the harbour."

Kurtis Kolt, The Georgia Straight



EVENTS

SEMINARS, DINNERS AND MINGLERS



Nearly 50 special events orbit the Tasting Room. The lineup includes seminars, tutored tastings, dinners, lunches, wine minglers and more. The eight-day festival kicks off with Bacchanalia Gala Dinner + Auction on the Saturday before festival week, and wraps up on Sunday. Some 700 wines, in addition to those served at the big tastings, are offered at special events.



VIWF TRADE DAYS CONFERENCE

3 DAYS – THE TOP WINE TRADE EVENT IN CANADA



The three-day Trade Days Conference (Feb 28, Mar 1 & 2) brings together 7,000 wine business trendsetters and influencers behind Vancouver's dynamic wine and fine dining scene. There are 14 trade-only events at Vancouver Convention Centre, including masterclasses, seminars, a plenary, lunches and awards, a symposium and two Trade Tastings.



The 2017 Spirited Industry Professional Award went to Harry McWatters, a 49-year veteran of the B.C. wine industry



VIWF's Sommelier of the Year for 2017 is Shane Taylor, wine director at CinCin Ristorante + Bar

Bacchanalia

GALA DINNER + AUCTION

Saturday Night! Feb 24, 2018



The high-net-worth attendees at **Bacchanalia Gala Dinner + Auction** happily pay, say, **\$10,000 for a rare bottle of 1906 Château Latour** or **\$20,000 for a celebrity dining experience at Vij's Restaurant**. Recent auctions have offered a **\$7,000 bottle of 1949 Château Haut-Brion** and a **1982 Bordeaux Collection** of Mouton Rothschild, Margaux, Cheval Blanc and Latour Haut Brion valued at **\$9,750**, to name a few. Bacchanalia Gala, which annually launches the Vancouver International Wine Festival, is one of the most spectacular events in the city. In addition to the serious wine and magnificent epicurean feasts and travel on auction, guests enjoy a fabulous five-course dinner paired with 10 wines at the Hotel Vancouver. All gala proceeds benefit Bard on the Beach Shakespeare Festival.



SPONSORSHIP OVERVIEW



We tailor our sponsorship packages to suit the objectives and budgets of our sponsors. And we knock ourselves out to help make your sponsorship work for you. We want our sponsors to profit from their association with the festival. Let's discuss what you want your sponsorship to achieve and we'll suggest dynamic opportunities for your consideration. We love to start the conversation with, "As a festival partner, if you could have anything (i.e. sponsor benefit) you wanted, what is it?" Prices range from **\$5,000 to \$100,000+**.

Your suite of benefits might include:

- **Experiential marketing, display and sampling opportunities** for festivalgoer engagement
- **Corporate entertainment** at premium (and sold out) events, big or small
- **Brand recognition**
 - Increase your profile by sponsoring a platform that works for you – a tasting or other event, an award or program
 - Logo, wordmark and/or editorial recognition in our \$500,000 marketing initiatives, including ad campaign, website, e-newsletters, brochures and tasting program
 - Promotional and editorial opportunities via our social media channels
- **Category exclusivity**

EXPERIENTIAL MARKETING



Food services distributor Sysco served delicious chef-crafted small plates.

A booth in the Tasting Room allows you to interact with nearly 18,000 festivalgoers. Top sponsors receive priority placement.



The Vancouver Sun leverages its sponsorship to increase ad sales. At the booth, festivalgoers sample wines selected by wine writer Anthony Gismondi and redeem Sun "passports" for rewards.



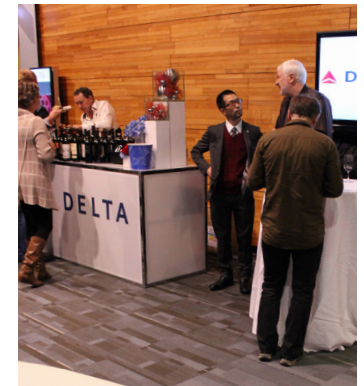
Wine educator DJ Kearney gets passionate about her favourite subject



Terra Breads serve their stone-heat baked breads.



FIJI Water samples its premium waters to festivalgoers.



Festivalgoers get VIP treatment in the Delta Air Lines Tasting Lounge

ENTERTAINMENT AND HOSPITALITY

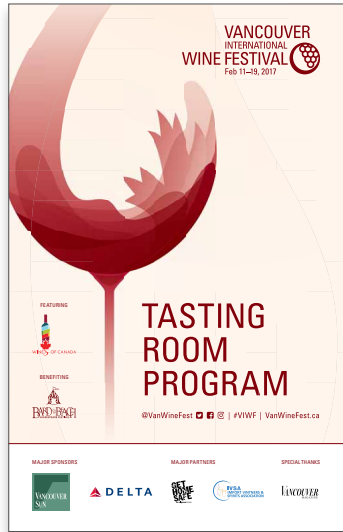


Most events at the Vancouver International Wine Festival sell out, often on the first day tickets go on sale. Treat your guests to this hot-ticket festival through sponsor-exclusive entertainment opportunities. Some ideas:

- A proprietary event created especially for your company
- Tickets to the invitation-only Festival Toast
- Tickets to the exclusive Delta Air Lines Tasting Lounge
- Tickets to the International Festival Tastings
- Exclusive sommelier-guided tours of the tastings
- Tickets to your sponsored event
- Table(s) with priority placement at Bacchanalia Gala Dinner + Auction
- Advance buying opportunity for other events



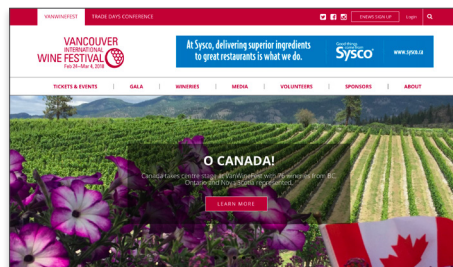
BRAND RECOGNITION



VanWineFest's ~\$500,000 marketing initiatives allow plenty of opportunity for sponsor recognition. Wherever possible, branding, such as logo, wordmark and/or editorial recognition, is integrated into your sponsored platform, allowing your brand to stand out onsite or in publications. When your platform is promoted within a VanWineFest communiqué – whether that's online promotion, a print ad, promotional brochure, e-news blast or tasting program, for example – your logo will appear in the platform portion whenever possible.

FESTIVAL PUBLICATIONS AND COMMUNICATION ASSETS

Most publications, including digital publications, offer ad space, logo recognition and editorial reference to sponsors. These are **available exclusively to sponsors**, with the exception of the Tasting Program, which accepts ads for products non-competitive with sponsors. Some benefits, such as ads in the promotional brochure, are available to major sponsors only.



- **Website** – 85,600 visits; 288,800 page views; 53,600 unique visitors
- **Promotional (consumer events) brochure** – 11,000 printed
- **Trade Days Conference brochure** – 3,000 printed
- **E-News** – 7,250 subscribers including 1,000 trade subscribers; ~25 e-news annually. Average 45% open rate.
- **Tasting Program** – 8,000 printed, ~64 pages
- **Festival app** (iOS and Android) 1,800 installations
- **Paid and in-kind media** – print and online media budget \$350,000
- **Earned media (editorial)** – 84.6 million impressions

SOCIAL MEDIA

8.1+ million potential reach • 1 million tracked impressions

TWITTER

- 12,200 followers, 200,000 impressions

View more at [@VanWineFest](https://twitter.com/VanWineFest)

FACEBOOK

- 4,145 likes, 700,000 impressions

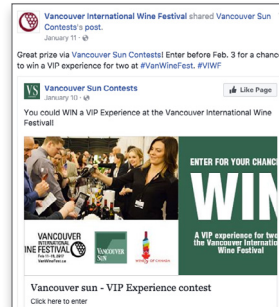
View more at facebook.com/VanWineFest

INSTAGRAM

- 1,300 followers to date

View more at facebook.com/VanWineFest

Accelerate your impact through VanWineFest's social media platforms. We not only engage with festivalgoers, 80 percent of whom hail from the Metro Vancouver area, but with other wine lovers, and producers, from across Canada and around the world. We can provide impactful and innovative platforms that enable engagement with your target market.



PUBLICATIONS



Promotional brochure (11,000)



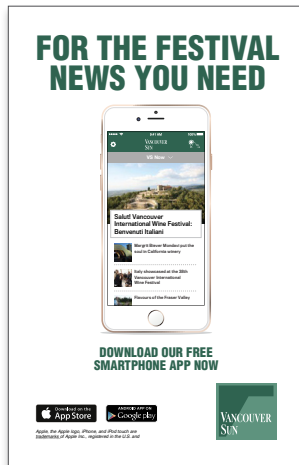
Trade Days Conference brochure (2,000)



Acura Tasting Room program (8,000)

Major supporters receive complimentary ads in the brochures. All sponsors have the option of placing an ad in the Tasting Room program. And, of course, all sponsor logos appear on the sponsor recognition pages.

To download a publication, click on the cover or link.



Ad samples from promotional brochure



BRAND RECOGNITION & OUR 2017 MEDIA PARTNERS

Sponsors are recognized in our extensive print campaign



TICKETS ON SALE TUESDAY, JANUARY 10 AT 9:30 A.M.
VanWineFest.ca • 404.873.3311 • Toll free 1.877.321.3327

- 8 days of tastings from 10 a.m. to 5 p.m. daily
- 16 countries represented with 1700 wineries
- 25 vineyard tours in the heart of the wine country
- 54 events including seminars, dinners, tastings and more
- 180 countries represented with 1800 wineries
- 1700 wineries represented with 1700 wines

THE WINE WORLD IS HERE • THE V

For 39 years, the Vancouver International Wine Festival has connected festivalgoers directly with some of the world's top winemakers. And this year is no exception. You can find these renowned wine stars pouring and discussing their wines at the International Festival Tastings and the special events noted below.

VINE STARS FROM THESE COUNTRY CANADA

Below are a few of the men and women behind the outstanding Canadian wines from coast to coast. In addition to meeting Canadian wine stars in the Tasting Room, you can meet all 70 of them at the Celebrating Canada's 150th Lunch. This culinary journey across Canada is on Saturday, February 18, 12-2 p.m., at Vancouver Convention Centre West.

David Brander

David Brander Winery
Vancouver, British Columbia

David Brander has been making wine in the Fraser Valley since 1978. He is the founder and winemaker of David Brander Winery, a family-owned and operated winery. David Brander is a member of the International Wine Festival's Board of Directors.

John Bevilacqua

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8 DAYS **16 COUNTRIES** **25 VINEYS** **54 EVENTS** **180 WINERIES** **1700 WINES**

VANCOUVER INTERNATIONAL WINE FESTIVAL

"ONE OF THE VERY BEST WINE FESTIVALS IN THE WORLD"

INTERNATIONAL FESTIVAL TASTINGS

The Tasting Room at the Vancouver Convention Centre is the heart of the festival and home to four International Festival Tastings over three days, February 16-18. You'll find 780+ wines offered by 180 wineries from 16 countries, as well as five regional tasting stations.

MAKE A WEEKEND OF IT

Free ticket with hotel booking
Book a downtown hotel through [beVancouver.com](#) and get one FREE International Festival Tasting ticket (up to \$95 value). Choose from four tastings and ~35 hotels. Please don't wine and drive!

DELTA AIR LINES TASTING LOUNGE

February 17 or 18, 5:45-9 p.m., \$190 (includes that evening's ITF)
Amplify your tasting experience: sample an assortment of festival bottles, curated by wine experts, and enjoy some light bites in an exclusive lounge adjacent to the Tasting Room. Learn more about festival wines and get tasting advice for the room. Need a break from the crowds? Simply return to the lounge for a more intimate experience.

BC LIQUOR STORES CELEBRATE LIFE RESPONSIBLY

FREE BOTTLE CHECK, FREE SHIPPING

The onsite BC Liquor Store sells all the winery table wines at the International Festival Tastings. (A ticket for the current ITF session is required to use the store). Don't wait until the tasting ends to make your purchases; some coveted wines sell out fast. A free bottle check service is available. Buy your selections early and bottle check them until you're ready to leave. Repeat as necessary. And whether you buy one bottle or 100, wines can be shipped for free to your local BC Liquor Store. (Unless you prefer to schlep them home yourself!)

OFFICIAL SPONSORS

- BCBUSINESS
- UMLIA
- FLUJ
- WINE ALIGN
- Decanter
- Sysco
- LANE

VINE STAR EVENT SPONSORS

- beVancouver
- Delta
- BC Liquor Stores
- WineAlign
- Decanter
- Sysco
- LANE

O Canada!

The 2017 Vancouver International Wine Festival celebrated Canada's 150th birthday early and in style this February, with the largest gathering of Canadian wineries ever at an international wine festival. Seventy six wineries from British Columbia, Ontario and Nova Scotia poured 38 varieties from 16 other countries, participating in eight days of tastings, seminars, dinners, lunches and wine parties. The festival enjoyed record attendance of 32,000 participants over these 54 events.

In the process they helped raise \$280,000 for Best on the Beach (Disaster Preparedness Fund), our charitable partner. Thank you to everyone - festivalgoers, wineries and their agents, wine organizations, industry partners, committee members, hospitality committees, sponsors, exhibitors, action donors, volunteers, event chairs, board & committee members and staff - whose generous support helped create an extraordinary festival and made this celebration possible. We couldn't have done it without you.

THANK YOU TO OUR 2017 COMMITTEE MEMBERS

BOARD OF DIRECTORS	WINERY SELECTION COMMITTEE	PLANNING COMMITTEE	BACCHANALIA GALA COMMITTEE	SALA EXECUTIVE COMMITTEE
Barry J. Taylor, Ed Sheehy, Matt Holman, Peter Chen	David Bevilacqua, David P. Perry, Jim Robertson	Scottie O'Connell, A. D'Amico, Vicky Anker, Judith Zandi	John Hargrave, Chris Paine, Bill Murray, Peter Chen	Ann Brown, Andrea Jones, Matt Holman, Stephen Hargrave

THANK YOU TO OUR 2017 SPONSORS & PARTNERS

MAJOR SPONSORS

- BCBUSINESS
- DELTA
- UMLIA
- FLUJ
- WINE ALIGN
- Decanter
- Sysco
- LANE

MAJOR SUPPORTERS

- BC Liquor Stores
- beVancouver
- Delta
- WineAlign
- Decanter
- Sysco
- LANE

PREMIER SPONSORS

- WineAlign
- Decanter
- Sysco
- LANE

SPECIAL EVENTS

- HART'S LANE
- TASTING ROOM
- FESTIVAL SPONSORS
- FESTIVAL PARTNERS

SEE YOU NEXT YEAR!

40th VANCOUVER INTERNATIONAL WINE FESTIVAL
February 24-March 4, 2018
VanWineFest.ca | Sponsors@VanWineFest.ca

Sponsor branding in the ad campaign appears in conjunction with each sponsor's platform when possible. This double-page spread in The Vancouver Sun launched the tickets-on-sale campaign. Other sponsors appear in the "logo soup" section here; in subsequent ads, many will appear in their platform-specific spotlight.



40th Vancouver International Wine Festival
February 24-March 4, 2018
VanWineFest.ca | Sponsors@VanWineFest.ca

PROPRIETARY PLATFORMS



Some options:

- Presenting sponsor of VIWF
- Title sponsor of the Tasting Room, the most valuable real estate at the festival
- Title or presenting sponsor of Bacchanalia Gala Dinner + Auction
- International Festival Tastings (four public tastings - choose one, or all four. These are the festival's biggest events.)
- Volunteer program (branded aprons or shirts – 400 “mobile billboards”). Highly visible and often photographed
- Pouring Team volunteers (exclusive seminars and tastings; branded aprons)
- Wine minglers
- Special Events



NEXT STEPS



We would love to meet with you to discuss sponsorship of the Vancouver International Wine Festival.

Please contact us at Sponsors@VanWineFest.ca

WATCH OUR VIDEOS

[Sponsor Video](#)

[Gala Video](#)