







TRADE DAYS CONFERENCE Sponsored by

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WINE PROGRAM EXCELLENCE AWARDS Sponsored by



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Highlights



The Wine World is Here... To Do Business With You

41st Vancouver International Wine Festival

1,450+ wines • 16 countries • 160 wineries • 54 events • 8 days • 25,000 wine lovers

#1 Food, Wine & Hospitality Event in Canada, BizBash.

The Trade Days Conference 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 intended to increase knowledge and expertise, introduce exciting new wines to the marketplace, and encourage networking opportunities. 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.





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Follow us on Facebook [3], Twitter [2] and Instagram [3] (aVanWineFest and join the #VIWF conversation online. Get all the latest updates by signing up for our e-news at VanWineFest.ca.

Greetings



Since 1979, the Vancouver International Wine Festival has contributed to British Columbia's increasingly sophisticated wine and food culture. Our three-day trade conference helps industry professionals stay ahead of the curve in the fast-paced wine world, while offering prime opportunities to build connections for your business, as well as celebrating excellence in our hospitality community.

Our theme region in 2019 is California, which is more than fitting, as the very first festival, 40 years ago, featured a single California winery, Robert Mondavi! Trade Days offers a fascinating array of masterclasses, seminars, networking lunches, and of course the Trade Tastings, where you meet face-to-face with vine stars from around the world.

We also extend a warm welcome to the increasing number of wine buyers, media and social influencers attending from out-of-province.

See you during trade days. Cheers!

Harry Hertscheg DipWSET

Executive Director, Vancouver International Wine Festival



On behalf of the Vancouver International Wine Festival's Board of Directors, I am pleased to present the details of the 41st annual festival, featuring wines from California.

I would like to thank the many individuals and organizations, whose contributions and efforts ensure the success of this annual fundraising event for our charitable beneficiary, Bard on the Beach Shakespeare Festival: the participating wineries, their principals and agents; the participating country consulates; our sponsors and partner restaurants, hotels and venues; our dedicated staff and hundreds of volunteers; and our key stakeholders in the community, including the BCLDB, BCLS, and IVSA. Finally, I would like to thank you, the members of the public and trade, who make the Vancouver International Wine Festival the best wine and food festival in North America.

Mark Hicken

Chair, Board of Directors, Vancouver International Wine Festival Society



Bard on the Beach is the charitable beneficiary of the Vancouver International Wine Festival, with proceeds primarily contributed from Bacchanalia Gala Dinner + Auction and raffle ticket sales. To each and every one of you – wineries and principals, agents and sponsors, and all who create and attend the festival – we offer a heartfelt thank you for this precious financial support. It helps us sustain artistic and production excellence on our two stages, which draw more than 100,000 patrons each summer in Vanier Park. It assists in subsidizing thousands of play tickets for young people and the less fortunate in our community. It strengthens our year-round Bard education programs, in schools, community centres and our BMO Theatre Centre administrative home. And we enjoy the privilege of working with the festival's extraordinary team and community.

Please join me in raising a glass, as we celebrate the success of the 41st annual Vancouver International Wine Festival – may it reach new heights!

Christopher Gaze OBC

Founding Artistic Director, Bard on the Beach Shakespeare Festival

How to Order



Trade Days events are restricted to those in the wine, restaurant and hospitality industries who buy, sell, serve or market wine. 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 the Trade Buyers Entry.

Tickets to all Trade Days events go on sale Wednesday, January 23 at 9:30 a.m.

Online at VanWineFest.ca Phone 604.873.3311 / Toll free 1.877.321.3121 In person at BMO Theatre Centre, 202-162 West 1st Avenue Monday-Friday, 9:30 a.m.-5 p.m.

- All tickets are final sale. No refunds, exchanges or replacement tickets.
- All attendees must be 19+. NO MINORS, including infants and babies.
 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 is not guaranteed and money will not be refunded
- VanWineFest and Bard on the Beach do not accept liability for tickets lost or misplaced.
- Ticket limits apply to some events.
- . Winery dinners and StayVancouverHotels.com offer are only available until February 14.
- · Program is subject to change.
- All ticket prices include wine, food (if it is a food event), gratuities, service charges and taxes.
 No surprises at checkout!
- Unfortunately, we are unable to offer discounted Designated Driver tickets for our events. There are small food samples and non-alcoholic beverages available in the Tasting Room for non-tasters.

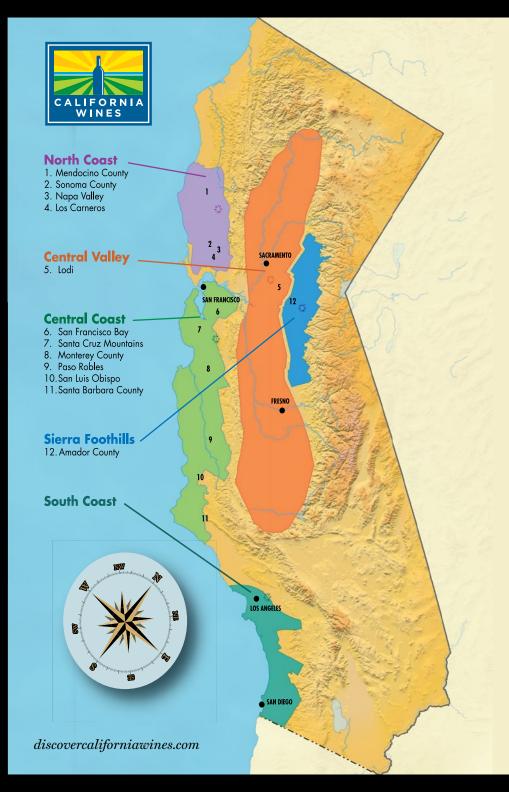
Printed festival information is subject to change without notice. Visit **VanWineFest.ca** for current program details and further ticketing information.

Why do I have to register for Trade Days events?

- All Trade Days events are restricted to those in the wine, restaurant and hospitality industries
 who buy, sell, serve or market wine in their business. In order to ensure that these events are only
 purchased by the above groups, each individual must register online, in person or by phone.
- Trade tastings require a nametag to access the room. Name tags identify two types of Trade clients: Buver or Trade:
 - Buyer is defined as wine & food industry trade professional who purchases multiple cases of wine
 per month on behalf of his/her establishment.
 - · Trade is defined as members of the hospitality and food and beverage industry.

The registration process directs the customer to the correct Trade Tasting event and captures a name/title/company so that a nametag can be provided and mailed to the customer. Trade registration for nametags will be available onsite two hours prior to the event at the venue "Trade Registration" tables if a nametag has not been received in time.

3. It is a courtesy for both the wine producers and the attendees to know who the principal is pouring the wine and for the wine producer to know who is tasting their wines.



REGIONAL SNAPSHOTS

ΝΔΡΔ VΔΙΙΕ

Napa means "land of plenty" in Wappo Indian language. Early explorers such as George Yount planted grapes in Napa in 1838. Charles Krug is credited with establishing the first commercial winery in 1861. Napa Valley is 48 km long and an average of 5 km wide. The 1966 opening of the Robert Mondavi Winery started the wine boom in Napa Valley. Today, Napa Valley is home to approximately 400 wineries and numerous more brands. www.napavintners.com

SONOMA COUNTY

Sonoma County is not just a special place to grow world-class grapes and make great wines: It's one of the most beautiful and resource-rich places on earth! 60 miles of pristine Pacific coastline and many other natural wonders are only the beginning of the story. Sonoma is blessed with amazing diversity of foods and produce, along with chefs who take full advantage of Sonoma's bounty. Add to that Sonoma's relaxed and friendly vibe and it all converges here. www.sonomawine.com

MENDOCINO COUNTY

Mendocino Wine Country grows and produces a large portfolio of grapes and wines that merge bucolic farming traditions with cutting edge and old-world winemaking techniques. As a strong community, Mendocino County endeavors to continually support farms, winegrowers, winemakers, vineyard stewards, and the people who truly enjoy being a part of Mendocino's nostalgic wine culture. Mendocino wine growers combine progressive, sustainable wine growing and winemaking practices which have built a legacy of eco-friendly traditions. www.mendowine.com

LIVERMORE VALLEY

Located just 30 miles east of San Francisco, this 237,000-acre region in Alameda County (and within the larger San Francisco Bay AVA) was one of the first AVAs established in California in 1982. Livermore Valley is one of the few valleys in California with an east-west orientation, allowing coastal fog and marine breezes to cool the valley's warm air in the afternoons. The region is known for its unique gravel-based soils and the cooling marine winds that travel down the valley in the afternoons from San Francisco Bay. www.livermorewine.com

PASO ROBLES

Located halfway between San Francisco and Los Angeles, Paso Robles mixes the fun-loving energy of Southern California with Northern California's sophistication and innovation. Located along California's famed Central Coast, the Paso Robles winegrape growing region's climate is perfect for the production of award-winning premium wines. A long growing season of warm days and cool evenings give rise to vibrantly ripened fruit with dynamic flavour profiles that translate beautifully in one's glass of Paso Robles wine. www.pasowine.com

SANTA BARBARA COUNTY

California's north-south coastal mountain range abruptly turns to run east-west for almost 50 miles in Santa Barbara County, framing the valleys in a unique transit to the Pacific Ocean. It's the only stretch of land from Alaska to Cape Horn comprising an east-west traverse, and this unique topography allows fog and ocean breezes to flood into vineyards in the Ste. Rita Hills, Santa Ynez Valley and Santa Maria Valley AVAs. This is one of the coolest viticultural areas in California, yet plentiful afternoon sun ripens Chardonnay, Riesling and Pinot Noir to perfection.

www.sbcountywines.com

LODI

Located 100 miles east of San Francisco, Lodi Wine Country is where the San Joaquin and Sacramento Valleys meet. With vineyard plantings dating back to the Gold Rush, Lodi's vineyards are home to some of the finest Zinfandels in California. The Mediterranean climate means warm, sunny days and cooling afternoon "delta" breezes. Temperatures drop significantly at night, creating a moderating effect and a perfect climate for diverse grape growing. Lodi is predominantly a red grape growing region, specializing in Zinfandel, Merlot, Cabernet Sauvignon and Petite Sirah.

www.lodiwine.com

ORSTORES

Exclusive Retailer of the 2019 Vancouver International Wine Festival



TASTE THEN SHOP!

Pick up your festival favourites at the BC Liquor Stores Festival Wine Shop, located at the tasting room exit.

Watch for the **Blue Dot** Wine Festival Exclusive Products!

BUY NOW CARRY LATER

The BC Liquor Stores Festival 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 COMPASS TICKET

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

BC LIQUOR STORES FESTIVAL WINE SHOP TRADE HOURS

Thursday, February 28 1:30 – 5:00 p.m. Friday, March 1

1:30 - 5:00 p.m.

BC LIQUORSTORES CELEBRATE LIFE...ENJOYRESPONSIBLY

www.bcliquorstores.com

Trade Days Pass

The Trade Days Pass provides badge and ticket access to the trade portion of the festival. Passes are available only to those in the wine, restaurant and hospitality industries who buy, sell, serve or market wine in their business. Registration is required.

Passes are available online, by phone at 604.873.3311 or 1.877.321.3121, or in person at 202-162 West 1st Avenue.

\$395 (\$576 value)

Thursday, February 28, 2019

Growing Forward in California

9:30-11:30 a.m. VCC West, meeting room 109 Theme Region Plenary

Principals Welcome Lunch

11:45 a.m.-1:15 p.m. VCC East, Exhibit Hall A Buffet Lunch

Trade Tasting with Buyers Entry

1:30-5 p.m. VCC West, Ballroom C Wine Tastina

International Festival Tasting

7-10 p.m. VCC West, Ballroom C Wine Tastina

Friday, March 1, 2019

One of the following three seminars:

Truth in Terroir

9:30-11:15 a.m. VCC West, meeting room 118

What's Cool in Sonoma?

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

Zinfandel on the World Stage

9:30-11:15 a.m. VCC West, meeting room 110

Celebrating Excellence: 16th Annual Awards Lunch Featuring California Wines

11:30 a.m.-1:15 p.m. VCC East, meeting room 1 Buffet Lunch

Trade Tasting with Buyers Entry

1:30-5 p.m. VCC West, Ballroom C Wine Tastina

International Festival Tasting

7-10 p.m. VCC West, Ballroom C Wine Tastina

Note: Please note that a ticket is required for all the above events with the exception of Trade Tastings and International Festival Tastings, where a badge will allow access. The Trade Days Pass (TDP) badge will be mailed with tickets in late January 2019.

Also of interest to members of the trade:

Wine & Liquor Law in British Columbia Monday, February 25, Metropolitan Hotel For full conference details, please visit LawSeminars.com



Trade Tasting, presented by ContainerWorld

~875 wines • 160 wineries • 16 countries

The Trade Tasting, presented by ContainerWorld, is the best opportunity to explore the Tasting Room with your industry peers. This is a fantastic opportunity to meet wine producers from around the world, to taste rare wines, and perhaps to discover the next big thing in the industry.

146 Exclusive Wines (plus ~725 festival wines) available

These tastings are not only an excellent opportunity to network and taste away from the evening crowds, but also a chance to sample 146 wines of unique or special interest; these are in addition to the ~725 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. Looking for more face time with principals and a head start on trying Tasting Room wines? Add on the Principals Welcome Lunch before the Thursday tasting.

Thursday, February 28 and Friday, March 1

- VCC West, Ballroom C 1055 Canada Place
- 2:30-5:00 pm
- \$49 (\$55 day of event)

Arrive at least 30 minutes early to avoid delays entering the Tasting Room.

Presented by



Trade Buyers Entry

Each day, the first hour in the room (1:30-2:30 p.m.) 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.

Dream Big: California Style



The 2019 festival features 53 wineries from the Golden State. Discover the passion and energy of California's vintners and growers in a special section of the Tasting Room, where some of the most dynamic personalities in the industry will be showcasing their award-winning wines.

Registration Required

Members of the trade must register online to purchase Trade Days Conference tickets. Individuals purchasing tickets for these events must 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 Trade Buyer Entry. To attend the Trade Buyer Entry from 1:30-2:30 p.m., please ensure that you identify yourself as a buyer during the registration process.

Trade Tasting, presented by ContainerWorld

Two Wavs to Buy Wine On Site

- BC Liquor Stores Festival Wine Shop all wines served at the winery tables are available for purchase at the on-site BC Liquor Store, but some are in VERY limited supply. When you discover a wine that you want to enjoy at home, don't wait until the end of the session to buy it as it might be sold out - put it in the handy bottle check, and then continue your tasting session. When you're ready to leave, check out your wines or have them shipped.
- Free shipping to your nearest BCLS if you live in British Columbia, whether you've bought one bottle or several cases, your wine can be shipped free of charge to your nearest BC Liquor Store. Note that you must show your Tasting Room ticket for that session for admission to the shop.
- . Buy the Case Case lots of select wines, identified with a BUY THE CASE neck tag, are available for purchase. Place orders for your must-have wines directly at the Wholesale Customer Centres (WCC) Order Desk in the on-site liquor store. This Shop the World initiative is supported by festival partners BC Liquor Distribution Branch and the Import Vintners & Spirits Association (IVSA).

BC LIQUORSTORES

BC Liquor Stores Festival Wine Shop hours: February 28, March 1, 2 1:30-5 p.m. and 7-10 p.m. March 2 2:30-5 p.m. and 7-10 p.m.

Entry by Tasting Room ticket only

Tasty samples and refreshments provided by













Words to the Wise

Make sure you have a game plan and pace yourself. You don't need to swallow everything in your glass. Make use of the buckets at every table to spit or pour out your wines after you've tasted them. Be respectful of other people's palates and avoid perfume and cologne. And remember to pick up your free Compass ticket at the Get Home Safe booth – don't wine and drive!

Dine Refore You Wine

Remember this is a wine tasting, not a food event. Please have a meal before you arrive. That said, food and non-alcoholic beverage samples are available to enhance your tasting experience.

FREE TICKET WITH HOTEL BOOKING **DON'T WINE AND DRIVE**

Book a downtown hotel through StayVancouverHotels.com and get one FREE International Festival Tasting ticket (\$84-\$109 value). Choose from 38 hotels. One ticket per booking.

StayVancouverHotels.com

Subject to availability. Some conditions apply. Details online. Book by February 14.

To get the most out of your VanWineFest stay, explore TourismVancouver.com for your trip planning, and check out our Visit section at VanWineFest.ca for festival, restaurant and entertainment tips.

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Regional Tasting Stations

In addition to visiting the individual winery tables, stop by the following regional tasting stations, where you can explore the unique wines of a specific area of the wine world.

Wine & Food Experience: California Style!





Taste delicious foods, fresh from the Golden State, paired with sustainable wines from California at this exciting regional table from California wines and tasteUS. Wineries, farmers, and chefs across California are fusing technological innovation and environmental stewardship to create inspiring wine and food combinations crafted to highlight seasonal flavors. Have fun matching different varietal options with delicious bites and explore California's unparalleled bounty.

Napa Valley: Then vs. Now



Napa Valley wines are some of the world's most sought-after with Cabernet Sauvignon reigning supreme. These wines capture Napa Valley's legendary terroir in the glass and makes them worthy of aging. The personality of a well-structured Cabernet Sauvignon evolves, developing increased complexity and texture over time. Discover for yourself the ageability of our Cabernet Sauvignon at the Napa Valley regional table and explore the wines of then and now.



Wine Australia

Wine Australia for Australian Wine

Australia has one of the most unique wine scenes in the world. From the innovative community that works endlessly to create extraordinary wines, to the multitude of landscapes that are as diverse as the wines they produce. With more than 100 grape varieties grown across 65 distinct wine regions, Australian winemakers have the freedom to cultivate their own ideas and push the boundaries in the pursuit of the highest quality wine.

Regional Tasting Stations

New Zealand: Pure Discovery



Visit the New Zealand regional booth for a *Pure Discovery* experience. You will have the opportunity to revisit the varieties that you love while discovering new wines and flavours you may never have tried before!

Nova Scotia Cool



Nova Scotia Cool tasting station will feature selected versions of the Tidal Bay appellation, Nova Scotia's signature wine, and North America's only true appellation wine. This crisp, light white reflects the terroir, coastal breezes and cooler climate of the coastal valleys hosting our vineyards. Other crisp aromatic Nova Scotia whites to be featured include award-winning Riesling, Chardonnay and Ortega. Paired with Nova Scotia's famous seafood, what could be cooler?

Discover White Wines of South Africa



The wines from South Africa are considered by many to rival wines from some of the world's best wine growing regions. This year's offering will showcase wines meant to convince you! South African winemakers are producing distinctive Chenin, Chardonnay and Methode Cap Classique (champagne-method sparkling), that uniquely reflect the soil and climatic conditions where they're grown. Come and taste through the line up to discover why international critics are so smitten with South African wines.

Spain is Wine



Spain: A country as physically diverse as it is culturally rich, and fun to visit. From the misty green river valleys of Galicia to sun-drenched Andalucía, dozens of grapes find a comfortable home and produce an amazing range of wines. Join us for a "tasting tour" of this beautiful and exciting nation, one of the hottest in the wine world today, with plenty of stops along the way to taste local wine specialties.

Washington State: The New Epicentre of Wine



With more than 950 wineries and 55,000 acres of wine grapes, Washington State has catapulted onto the world's wine stage as a respected and influential \$5 billion industry. Washington ranks second in the US for premium wine production, currently available in all 50 states and 100+ international markets. Washington's growing regions boast long, warm days and cool nights, creating ideal conditions where nearly 70 grape varieties thrive. Washington winemakers and grape growers appreciate a collaborative, forward-thinking culture.

CONNECT WITH VANCOUVER.

1,222,000

TOTAL WEEKLY READERS*

We have the largest local newsroom, providing in-depth coverage by award-winning journalists. It's why Vancouver can rely on us.



The Vancouver Sun and The Province combined, reach over 1.2 MILLION readers weekly in print & digital, 50% more than the competition. Postmedia's combined papers reach over 57% of the Vancouver market.

To learn more about our advertising and marketing solutions, contact your media sales consultant or visit postmediasolutions.com

*SOURCE: Vividata Fall 2018 Base: 18+ Vancouver. Daily market competition = StarMetro (print weekly audience only as digital audience is not available)



Trade Days Personalities



Gillian Ballance MS
Portfolio Ambassador
Treasury Wine Estates
Napa Valley Cab 2005-2014



Chris Benziger
VP Trade Relations,
Benzinger Family Winery
Growing Forward in California,
Truth in Terroir



Jamie Benziger Winemaker, Imagery Estate Winery Unexpected California



Bob BlueWinemaker, Bonterra *Growing Forward in California*



Jean-Charles Boisset Owner, Raymond Vineyards Growing Forward in California, Napa Valley Cab 2005-2014



Jon Bonné
Journalist and author,
senior contributing editor, Punch
Keynote Speaker Lunch,
Wine Industry Symposium



Brian Bostwick
Director of Export,
Duckhorn Wine Company
Unexpected California,
What's Cool in Sonoma?



Christine Coletta Owner, Okanagan Crush Pad Wine Industry Symposium



Nik Darlington
Managing Director,
Red Squirrel Wine
Wine Industry Symposium



Mark de Vere MW Master of Wine, Robert Mondavi Winery Zinfandel on the World Stage



Janet Dorozinski Trade Commissioner, Canadian Wine, Beer and Spirits and Tourism, Global Affairs Canada Wine Industry Symposium



Harvest Duhig
Winemaker, Caymus Vineyards
Unexpected California



Matt Dumayne Winemaker, Free Form by Okanagan Crush Pad Truth in Terroir



Gina Gallo
Vice President, Winemaking —
Estate Wines, E&J Gallo Winery
Growing Forward in California,
What's Cool in Sonoma?



David Gates, Jr.
Senior VP Vineyard Operations,
Ridge Vineyards
Unexpected California,
What's Cool in Sonoma?



Vivien Gay
Director of Export,
Silver Oak Cellars and Twomey
Napa Valley Cab 2005-2014,
What's Cool in Sonoma?



Yoav Gilat CEO / Founder, Share a Splash Wine Co. What's Cool in Sonoma?



Mike Gilboy Senior VP Sales and Marketing, B.R. Cohn What's Cool in Sonoma?

Trade Days Personalities



Anthony Gismondi Publisher, Gismondi on Wine: wine writer, Vancouver Sun Growing Forward in California, Napa Valley Cab 2005-2014, What's Cool in Sonoma?



Dr. Jamie Goode Author, wine judge, columnist, Sunday Express Wine Industry Symposium



Tom Gore Grape Farmer, Tom Gore Vinevards What's Cool in Sonoma?



Kirk Grace Director of California Vineyard Operations, Stag's Leap Wine Cellars Napa Valley Cab 2005-2014



Lorenzo Gucci Export Manager, Umani Ronchi Truth in Terroir



Dave Guffy Chief Winemaker. The Hess Collection Napa Valley Cab 2005-2014





Ralf Holdenried Winemaker, Black Stallion Napa Valley Cab 2005-2014, Unexpected California



DJ Kearnev Wine educator Unexpected California



Scott Kozel VP Premium Winemaking. Louis M Martini Winery Napa Valley Cab 2005-2014

Sales & Marketing Director.

Austin Hope



Randy Lange Co-founder, LangeTwins Family Winery and Vineyards Unexpected California



Sebastien Le Goff Vice President Service & Head Sommelier, Cactus Club Wine Industry Symposium



Julio Lasmartres

Achaval-Ferrer

Truth in Terroir



Emil Mehdin Export Director, Stina Truth in Terroir



Keith Nicholson Founder, Statera Wine Academy Zinfandel on the World Stage



Joel Peterson Founder, Ravenswood Winery Growing Forward in California

Trade Days Personalities



Thomas Price MS Master Sommelier / National Wine Educator, Jackson Family Wines Napa Valley Cab 2005-2014, Truth in Terroir



Dave Rudman, DipWSET **Director of Business** Development (USA). Wine & Spirit Education Trust Zinfandel on the World Stage



Jon Ruel CEO, Trefethen Family Vineyards Unexpected California



Justin Seidenfeld Director of Winemaking. Rodney Strong Vineyards Growing Forward in California, What's Cool in Sonoma?



Mark Shipway Wine Department Head, The International Culinary School Truth in Terroir



Ray Signorello Owner / Winemaker, Signorello Estate Napa Valley Cab 2005-2014



Maria Sosa Brand Ambassador, Bodega Garzón Truth in Terroir



Eric Stine President Winemaking, Sebastiani / Chalk Hill What's Cool in Sonoma?



Emma Swain CEO, St. Supery Estate Vinevards & Winerv Napa Valley Cab 2005-2014, Unexpected California



Sara Triggs Director of Sales & Marketing, Family Member, Culmina Family Estate Winery Truth in Terroir



Randy Ullom Winemaster, Kendall-Jackson Growing Forward in California, What's Cool in Sonoma?



Russ Weis President, Silverado Vineyards Growing Forward in California



Karl Wente Family Member / Winemaker. Wente Vineyards Growing Forward in California, Unexpected California



Joanne Wing Winemaker, Stags' Leap Winery Unexpected California

Subject to change, Visit VanWineFest, ca for the most up-to-date event information.

Masterclasses

Unexpected California

California wine has gained a world-class reputation with well-known varieties like Chardonnay and Cabernet Sauvignon. The incredible diversity of the state is home to a variety of other exciting and unexpected grape styles. Explore the rich heritage of the Golden State and sayour its incredible possibilities.

Moderator: DJ Kearnev

Panelist: Jamie Benziger, Brian Bostwick, Harvest Duhig, David Gates, Jr., Ralf Holdenried, Randy Lange, Jon Ruel, Emma Swain, Karl Wente, Joanne Wing

Wednesday, February 27 VCC West.

Wednesday, February 27

meeting room 109

meeting room 109 1055 Canada Place

10 a.m.-12 p.m.

\$60

Sponsored by



Napa Valley Cab 2005-2014

Cabernet Sauvignon is king in Napa Valley. Explore the quality and ageability of the region's signature grape variety while savouring a 10-year retrospective from Napa's finest. Taste for yourself why these wines are considered to be among the most coveted wines in the world.

Moderator: Anthony Gismondi

Panelists: Gillian Ballance MS, Jean-Charles Boisset, Vivien Gay, Kirk Grace, Dave Guffy, Ralf Holdenreid, Scott Kozel, Thomas Price MS, Ray Signorello, Emma Swain

1055 Canada Place 2-4 p.m.

VCC West.

\$90

Sponsored by

NAPA VALLEY

BUY THE CASE

Found a wine you love? Want to stock up?

Any Tasting Room wines with a BUY THE CASE neck tag can be ordered by **private retailers** during the Trade Tasting directly from the new WCC Order Desk located inside the on-site liquor store. The order desk will immediately secure full cases of available inventory for your outlet.

Hospitality customers can order full cases at the WCC order desk, which will be sent to your regular BC Liquor Store for processing. The product(s) can then be purchased and picked up from your store.

The WCC Order Desk will be open during the Trade Tastings on Thursday, February 28 and Friday, March 1 from 1:30-5 p.m.





This Shop the World initiative is supported by festival partners BC Liquor Distribution Branch and the Import Vintners & Spirits Association (IVSA).

Wine Industry Symposium



Canada's Place in Key Wine Markets

How are Canadian wines perceived outside of the country, what is the demand for them, and how do they get to market? How are Canadian wines perceived outside of the country? What is the demand for them, and what types of wines will best succeed in export? How do they get to international markets?

Moderator: Jon Bonné

Panelists: Christine Coletta, Nik Darlington, Janet Dorozynski, Dr. Jamie Goode, Sebastien Le Goff.

Wednesday, February 27 VCC West. meetina room 118

1055 Canada Place 9:30-11:45 a.m.

\$40

Theme Plenary



Growing Forward in California

If you really want to know what's happening now and in the future in California wine country, join some of California's leading players as they reveal distinct trends emerging in both the vineyard and winery, resulting in new and refined wine styles.

Moderator: Anthony Gismondi

Panelists: Chris Benziger, Bob Blue, Jean-Charles Boisset, Gina Gallo, Austin Hope, Joel Peterson, Justin Seidenfeld, Randy Ullom, Russ Weis, Karl Wente

Thursday, February 28 0 VCC West, meetina room 109 1055 Canada Place

9:30-11:30 a.m.

\$60

Sponsored by



Festival at a Glance

■ Lunch or Brunch
Trade Only Events
■ Wine & Food Grazing
Winery Dinner





C-4		T			W. I. I		F.:dov		Cotumber		Cumdeu	
Saturday, February 23		Tuesday, February 26		Wednesday, February 27		Thursday, February 28	Friday, March 1		Saturday, March 2		Sunday, March 3	
Bacchanaliae GALA DINNER + AUCTION 6-11 p.m. Fairmont Hotel Vancouver Winery Dinner, Auction \$450/\$3600 table of 8 Monday, February 25		Next World Chardonnay 4:30-6 p.m. The Vancouver Club <i>Wine Seminar</i> \$95		Wine Industry Symposium: Canada's Place in Key Wine Markets 9:30-11:45 a.m. VCC West Industry Symposium \$40 Page 19		Growing Forward in California 9:30-11:30 a.m. VCC West Theme Region Plenary (Trade) \$60 Page 19	Truth in Terroir 9:30-11:15 a.m. VCC West Wine Seminar (Trade) \$50 Page 22		Festive California 12-2 p.m. VCC West Grazing Lunch \$119		222	
		Artisan Evening of Food & Wine 6:30-10 p.m. Elisa Winery Dinner \$175		Unexpected California 10 a.m12 p.m. VCC West Masterclass (Trade) \$60 Page 18	Lessons from California 12-1:30 p.m. VCC West Keynote Speaker Lunch \$65 Page 23	Principals Welcome Lunch 11:45 a.m1:15 p.m. VCC East Buffet Lunch (Trade) \$85 Page 23	What's Cool in Sonoma? 9:30-11:15 a.m. VCC West Wine Seminar (Trade) \$50 Page 22	Zinfandel on the World Stage 9:30-11:15 a.m. VCC West WSET Masterclass (Trade) \$50 Page 22	Dine Italia 11:30 a.m2 p.m. La Terrazza Sit-down Lunch \$155	Gusto Latinoamericano 11 a.m1:30 p.m. Lift Bar Grill View Sit-down Lunch \$89	Vintners Brunch Wine & Food Pairing Competition – Judges' Choice and People's Choice Awards 11:30 a.m2 p.m. VCC West	
Beauty and the Beest 6:30-10 p.m. Wildebeest Winery Dinner \$145	Coastal Australia Meets France 6:30-10 p.m. Provence Marinaside Winery Dinner \$175	Le Beau 6:30-10 Gotham Steak <i>Winery</i> \$22) p.m. house & Bar Dinner	2-4 VCC <i>Mastercl</i>	Cab 2005-2014 p.m. West (ass (Trade) 190 ge 18	Trade Tasting 2:30-5 p.m. VCC West Trade Buyer Entry 1:30 p.m. Wine Tasting (Trade) \$49/\$55 day-of Page 10	Celebrating Excellence: 16th Annual Awards Lunch Featuring California Wines Spirited Industry Professional Award, Sommelier of the Year,		PICA Kitchen Party 11:30 a.m2 p.m. Pacific Institute of Culinary Arts Wine-and-Food Pairing Grazing Lunch \$99		Brunch \$175/\$1750 table of 10	
Živjeli & Namaste 6:30-10 p.m. Vij's Rangoli <i>Winery Dinner</i> \$145		Discover Robert Mondavi Winery 6:30-10 p.m. Ancora Waterfront Dining and Patio Winery Dinner \$225		Best of the West 6:30-10 p.m. West Winery Dinner \$225	California in Blue Water Ocean 6:30-10 p.m. Blue Water Cafe Winery Dinner \$225	Grapes Unknown 5:15-6:45 p.m. VCC West Wine Seminar \$65	Wine Program Excellence Awards 11:30 a.m1:15 p.m. VCC East Buffet Lunch (Trade) \$95 Page 23		International Festival Tasting 2:30-5 p.m. VCC West Wine Tasting \$84/\$94 day-of			
For full event details and to buy tickets online visit VanWineFest.ca Or buy by phone at 604.873.3311 or 1.877.321.3121 All prices inclusive of wine, food (where applicable), gratuities, service charges, and taxes		Explore California! 6:30-10 p.m. The Vancouver Club Winery Dinner \$225	The Heart of Valdobbiadene 6:30-10 p.m. Bauhaus Restaurant Winery Dinner \$175	CinCin Altesino! A Tuscan Icon 6:30-10 p.m. CinCin Ristorante Winery Dinner \$225	Cioppino's Masters Cali 6:30-10 p.m. Cioppino's Mediterranean Grill Winery Dinner \$225	Pinot's Siren Call of Seduction 5:15-6:45 p.m. VCC West Wine Seminar \$80	Trade Tasting 2:30-5 p.m. VCC West Trade Buyer Entry 1:30 p.m. Wine Tasting (Trade) \$49/855 day-of Page 10		Next Gen California 5:15-6:45 p.m. VCC West Wine Seminar \$65	Ravenswood's Godfather of Zin 5:15-6:45 p.m. VCC West Wine Seminar \$80		
		Icons of Italy 6:30-10 p.m. Cioppino's Enoteca Wine Rooms Winery Dinner \$225		German Food and German Wines 6:30-10 p.m. Jägerhof Restaurant Winery Dinner \$145	Hy's Caymus Wine Dinner 6:30-10 p.m. Hy's Steakhouse & Cocktail Bar Winery Dinner \$225	RMW: A Visionary Journey 5:15-6:45 p.m. VCC West Wine Seminar \$80	The Icons of Napa Valley 5:15-6:45 p.m. VCC West Wine Seminar \$125	Rhône Around the World 5:15-6:45 p.m. VCC West Wine Seminar \$80	The Shape of Wine 5:15-6:45 p.m. Brix & Mortar Wine Seminar \$110			
No surprises at checkout! Winery dinners and StayVancouverHotels.com offer only available until February 14, 2019.		Reaching for the Stars 6:30-10 p.m. Vij's Winery Dinner \$175	A Taste of Croatia 6:30-10 p.m. L'Abattoir Winery Dinner \$175	Sordo's Centenary of Barolo 6:30-10 p.m. Boulevard Kitchen & Oyster Bar <i>Winery Dinner</i> \$225		Festival Toast 5:45-7 p.m. VCC West Wine Mingler Invitation & Gold Pass only	Delta Air Lines Tasting Lounge 5:45-9 p.m. VCC West Wine & Food Grazing \$199		Delta Air Lines Tasting Lounge 5:45-9 p.m. VCC West Wine & Food Grazing \$209			
VanWineFest.ca ☑ 😭 ⓒ #VIWF @VanWineFest		California Crush 8:30-11 p.m. Waterview Wine Mingler \$75		Just Chill 8-10 p.m. The Loft at Earls Yaletown <i>Wine Mingler</i> \$65		International Festival Tasting 7-10 p.m. VCC West Wine Tasting \$89/\$99 day-of	International Festival Tasting 7-10 p.m. VCC West Wine Tasting \$99/\$109 day-of		International Festival Tasting 7-10 p.m. VCC West Wine Tasting \$109/\$119 day-of Page 10			

Trade Seminars

Truth in Terroir

A Forum on Single Vineyard Wines: A panel of winery principals will discuss the importance of vineyard location in defining a sense of place. What natural and human factors come into play to merit the release of unique single vineyard wines?

Moderator: Mark Shipway

Panelist: Chris Benzinger, Matt Dumayne, Lorenzo Gucci, Julio Lasmartres, Emil Mehdin, Thomas Price MS, Maria Sosa, Sara Triggs



9:30-11:15 a.m.

\$50

Sponsored by the participating wineries



What's Cool in Sonoma?

Meet Sonoma's cool personalities and explore some of the finest varietals from Sonoma's cool climate regions at this dynamic speed tasting featuring an array of superstar wines. Groups will have six minutes with each producer to hear their story, taste their wine, and ask questions.

Moderator: Anthony Gismondi

Panelists: Brian Bostwick, Gina Gallo, David Gates, Jr., Vivien Gay, Yoav Gilat, Mike Gilboy, Tom Gore, Justin Seidenfeld, Eric Stine, Randy Ullom

Friday, March 1 VCC West. meetina room 109 1055 Canada Place

② 9:30-11:15 a.m.

(\$50

Sponsored by



Zinfandel on the World Stage

A WSET Masterclass: Zinfandel was once considered an American grape, but we now know both it and Italy's Primitivo are clones of the Croatian variety Crljenak Kaštelanski. WSET's masterclass will trace Zinfandel from its European roots to its established position on the world stage. We'll also tell you how to pronounce the Croatian name!

Moderator: Dave Rudman DipWSET

Panelists: Mark de Vere MW DipWSET, Keith Nicholson DipWSET

Friday, March 1

VCC West. meetina room 110 1055 Canada Place

① 9:30-11:15 a.m.

(\$50

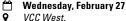
Sponsored by



Lunches

Lessons from California

Featuring Keynote Speaker Jon Bonné: Enjoy a buffet lunch paired with insights from keynote speaker, Jon Bonné. California wine has undergone massive changes in recent years, engaging a new generation of consumers. How and why did these changes happen, and how sustainable are they? What lessons do they offer for other wine regions seeking to grow?



Ocean Foyer 1055 Canada Place

② 12-1:30 p.m.

\$65





Principals Welcome Lunch, presented by JF Hillebrand

Join the 160 participating winery principals at this kick-off to the first tasting room session. Get a first taste of select wines from the room while catching up with colleagues from around the world. Then take a seat at the long tables to enjoy a delectable buffet-style menu created by VCC's executive chef Mark Massicotte. Wines will be grouped alphabetically by wine agency.

Thursday, February 28 0 VCC East. Exhibit Hall A 999 Canada Place

11:45 a.m.-1:15 p.m.

\$85

Presented by



Celebrating Excellence: 16th Annual Awards Lunch Featuring California Wines, presented by ContainerWorld

California will "surprise and delight" at this year's awards luncheon attended by representatives of many of British Columbia and Alberta's top restaurants. This awards ceremony includes the presentation of the Wine Program Excellence Awards, Sommelier of the Year and Spirited Industry Professional (SIP) Award.

Presented by





① 11:30 a.m.-1:15 p.m.

\$95

Sponsored by



Celebrating Excellence

2019 Celebrating Excellence Program

Three annual industry awards will be presented at the 16th Annual Awards Lunch:

- Spirited Industry Professional Award
- · Sommelier of the Year
- Wine Program Excellence Awards

Come and celebrate with Vancouver's best!

For more information and a full list of past winners of these awards, visit VanWineFest.ca.



Winners of 2018 Platinum Awards, Wine Program Excellence: Shane Taylor, CinCin Ristorante + Bar; William Mulholland, Blue Water Cafe; Bryant Mao, Hawksworth Restaurant; Lisa Haley, L'Abattoir; Brad Royale, Cilantro; Mike Bernardo, Vij's.

Wine Program Excellence Awards

The Vancouver International Wine Program Excellence 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 Judges: Tom Doughty, DJ Kearney, Martha McAvity, lain Philip, Jason Yamasaki

Kev 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

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

Applications for the 2020 Wine Program Excellence Awards close November 1, 2019.





Celebrating Excellence

Sommelier of the Year

The Sommelier of the Year will be selected in January by the BC Chapter of the Canadian Association of Professional Sommeliers (CAPS) at an intensive one-day competition, evaluating wine knowledge and service. 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

- Sean Nelson (2018)
- Shane Taylor (2017)
- Alistair Veen (2016)
- Jason Yamasaki (2015)
- Mike Bernardo (2014)
- Terry Threlfall (2012)
- Samantha Rahn (2013)
- Kurtis Kolt (2010) Andrea Vescovi (2009) Neil Ingram (2008)
- Chris Van Nus (2007)

Owen Knowlton (2011)

- Sebastien Le Goff (2006)
 - Tom Doughty (2005)
- Mark Taylor (2004)
- Barbara Philip MW (2003)
- Peter Bodnar Rod (2002)
- Mark Davidson (2001)
- Brent Havman (2000)

In partnership with



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

- Barbara Philip MW (2018)
- Harry McWatters (2017)
- Norman Gladstone (2016)
- Howard Soon (2015)
- Mark Davidson (2014)
- 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

- Povan Danesh. Ocean Mama Seafood (2018)
- · Gaspar Jovino Brites & Giorgia Zanone, D'oro Gelato e Caffè (2017)
- Mathew Kovanagi, Railtown Catering (2016)
- Nicholas Hipperson. Farm 2 Fork (2015)
- Wavne Svch.
- Joe Fortes Seafood & Chop House (2014)
- 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)



CELEBRATING **EXCELLENCE 2018**



SPIRITED INDIVIDUAL PROFESSIONAL AWARD

Barbara Philip MW,

wine consultant; category manager, BC Liquor Stores

VINTNERS BRUNCH JUDGES' CHOICE AWARD

Executive Chef Poyan Danesh, Ocean Mama Seafood

SOMMELIER OF THE YEAR

Sean Nelson, sommelier, Vij's

__ @ __ **WINE PROGRAM EXCELLENCE AWARDS**

2018 — Sponsored by ANCOUVER

Looking for the best wine programs in the city (not to mention BC and Alberta)?

These awards pay tribute to restaurateurs who have committed to producing an original and creative wine program that harmonizes with the food. Participating restaurants received careful consideration of their wine program by some of the finest, most professional judges in Western Canada. The 2018 judges were Tom Doughty, Jay Jones, DJ Kearney, Jain Philip and Jason Yamasaki.

METRO VANCOUVER

Platinum

L'Abattoir Blue Water Cafe + Raw Bar Burdock & Co. CinCin Ristorante + Bar Hawksworth Restaurant

Vij's

Gold AnnaLena Chambar Mak N Ming – Best **New Entry** Mission Mott 32 Nightingale Provence Marinaside/

The Wine Bar Savio Volpe Tap Restaurant Yuwa Japanese Cuisine

Silver

Ancora Waterfront Dining and Patio **Boulevard Kitchen** & Oyster Bar Fable Kitchen

Silver (continued) Forage Joe Fortes Seafood & Chop House **PiDGiN** The Stable House Bistro

Wildebeest

Bronze

Le Crocodile Homer St. Cafe and Bar Tableau Bar Bistro Tramonto at River Rock Casino Resort Tuc Craft Kitchen

West Restaurant Honourable Mention

Feast

The Mackenzie Room Yew Seafood + Bar

WHISTLER

Gold

Araxi Restaurant + Oyster Bar

Silver Alta Bistro

Bronze

Basalt Wine + Salumeria

VANCOUVER ISLAND

Gold

Agrius Restaurant (Victoria)

Silver

Nourish Kitchen & Café (Victoria) OLO Restaurant (Victoria)

Honourable Mention 10 Acres Kitchen

(Victoria) Artisan Bistro (Victoria) Ocean7 AQUA Bistro at Kingfisher Resort (Courtenay) Pacific Prime

Restaurant & Lounge, The Beach Club Resort (Parksville) **Unsworth Restaurant** (Mill Bav)

BC INTERIOR

Gold

Emerald Lake Lodge (Field)

ALBERTA

Platinum

Cilantro (Calgary)

Gold

The Lake House (Calgary) Vin Room Mission (Calgary) Vin Room YYC Airport (Calgary)

Silver

Buffalo Mountain Lodge (Banff) Deer Lodge (Lake Louise) Rouge (Calgary) Vin Room West (Calgary)

Wineries

CALIFORNIA

California is one of the great wine regions of the world. California vintners are full of energy, passion and vision, and are committed to sustainable agriculture, taking steps to ensure that Golden State winegrowers will have viable and outstanding land for growing wine grapes and producing world-class wines long into the future. DiscoverCaliforniaWines.com is your portal to California wines.

B.R. Cohn Winerv Beaulieu Vinevard Benziger Family Winery Beringer Vinevards Black Stallion Estate Winery / Delicato Family Vineyards Bonterra Organic Vineyards

Don Sehastiani & Sons **Duckhorn Wine Company** Gallo Signature Series Gevser Peak Winery Girard Winery Graich Hills Estate Hahn Family Wines Hall / Walt The Hess Collection Hope Family Wines **Imagery Estate Winery**

Jackson Family Wines Joel Gott Wines Josh Cellars / Joseph Carr Justin Vinevards and Winerv Kendall-Jackson Kenwood Vinevards Klinker Brick Winery

La Crema Lake Sonoma Winery LangeTwins Family Winery and Vinevards Louis M Martini Winery Meiomi Coastal California Wines Michael David Winery Oak Ridge Winery

Outlot Ravenswood Winery Raymond Vinevards

Ridge Vinevards Robert Mondavi Winery Rodney Strong Vineyards Rutherford Wine Company Sebastiani / Chalk Hill Share A Splash Wine Co. Signorello Estate Silver Oak Cellars Silverado Vinevards St. Supéry Estate Vineyards and Winery Stag's Leap Wine Cellars Stags' Leap Winery **Talbott Vineyards** Taub Family Vineyards Tom Gore Vinevards Trefethen Family Vineyards Wagner Family of Wine Wente Vinevards

ARGENTINA

J. Lohr Vinevards & Wines

Argentina's vast winemaking region is a strip of land located in the west of the country, at the foot of the Andes range, where the cultivated area covers more than 538,071 acres. The altitude, the wide range of temperatures, the local know-how, the new technologies and a deeply-rooted popular wine culture lend Argentine wines unique identity and quality. Learn more at WinesofArgentina.org.

Achaval-Ferrer Bodega Argento Domaine Bousquet Rutini Wines

Bodegas Trivento Familia Zuccardi

AUSTRALIA

Australia has become a recognized leader in the wine world by deftly combining tradition with new ideas and technical innovation, with an increasing focus on the distinct regional excellence of Australian wines. More and more consumers are coming to realize that Oz's premium wines offer outstanding character and sense of place as well as value. For more information about Australian wine regions, explore WineAustralia.net.au.

Barossa Valley Estate Chapel Hill Winery De Bortoli Wines George Wyndham

Maiella Wines RedHeads Wine Tahbilk Winery Vasse Felix / Yalumba

Voyager Estate Wirra Wirra

CELEBRATING EXCELLENCE

Visit VanWineFest.ca to see all our Trade Competition Winners and bookmark your guide to great wining & dining.

Wineries

CANADA

BRITISH COLUMBIA

It's easy to find wine regions that are bigger, older, or more famous. However, it is not easy to find a region that is newer, more diverse or more exciting than British Columbia. From Vancouver Island to the Okanagan Valley, take a wine tour of our province in the Tasting Room, including wines from new subappellations Golden Bench Mile and Okanagan Falls, Find out more about BC wineries at WineBC.org.

Gold Hill Winery

8th Generation Vinevard **Bench 1775 Burrowing Owl Estate Winery** C.C. Jentsch Cellars Church & State Wines Covert Farms Family Estate **Culmina Family Estate Winery** Fairview Cellars Free Form by

Okanagan Crush Pad

Lake Breeze Vineyards Mission Hill Family Estate Monte Creek Ranch Winery Narrative by Okanagan Crush Pad Nk'Mip Cellars Noble Ridge Vineyard & Winery One Faith Vinevards Osovoos Larose

Painted Rock Estate Winery Play Estate Winery Poplar Grove Quails' Gate Winery Stoneboat Vinevards Sunrock Vinevards TIME Winery Tinhorn Creek Vineyards Wild Goose Vinevards

NOVA SCOTIA

One of the first areas to cultivate grapes in North America, with grape growing documented as far back as the early 1600s, Nova Scotia's soil and mesoclimates create most distinctive premium-quality wines. Best known outside the province for its traditional method sparkling wines and Tidal Bay wines, North America's only true appellation wine, Nova Scotia has over 70 grape growers and more than 800 acres under vine. Learn more at WinesofNovaScotia.ca.

Benjamin Bridge L'Acadie Vineyards Lightfoot & Wolfville Vineyards

ONTARIO

Having established a global reputation for icewine, Ontario has now emerged as an outstanding coolclimate growing region, specializing in Riesling, Chardonnay, and Pinot Noir, There are three official growing regions in Ontario: Niagara Peninsula, Prince Edward County and Lake Erie. Discover Ontario wines at WineCountryOntario.ca.

The Foreign Affair Winery

SAKE

Artisan SakeMaker at Granville Island



Wine lovers already know that Chile offers reliably excellent Cabernet Sauvignon, unique and superb Carmenere, and outstanding examples of Syrah and Pinot Noir. Cooler coastal areas have been developed to produce clean, fresh whites of matching quality to the already renowned reds. Chile continues to produce wines of great purity, complexity and balance. Visit WinesofChile.org for more information.

Cono Sur Vineyards & Winery Viña Santa Ema

Wineries

CROATIA

Although Croatian wines are relatively new to VanWineFest, grapevines have been grown in Croatia since the Bronze Age. On the north coast, wines from Istria are similar to those produced in neighbouring Italy, while on the islands and the Dalmatian coast, local grape varietals, microclimates, and the rather harsh nature of the vinevards leads to some highly individual wines.

Coronica Krolo Winery Korta Katarina Stina

FRANCE

French grapes, techniques and styles have profoundly influenced winegrowing around the world, though in the past generation, New World ideas and influences have created a new wave of fruitier, fun-to-drink wines, especially from the South. Nevertheless, traditions live on, and wines from Bordeaux, Burgundy, Champagne, Alsace, the Loire, and the Rhône continue to provide benchmarks for winemakers everywhere. Indulge vourself at franceagroalimentaire.com/en/france-bon-appetit/.

Ballande & Méneret Chartron et Trébuchet Minuty Borie-Manoux Les Grands Chais de France Château Pesquié Ulysse Cazabonne Calvet Les Grands Chais de France

GERMANY

In the cool weather of northern Europe, the production of fine wine requires not only quality vines and technical skill, but also imagination and a dedication to excellence. The resulting wines maintain a cult following among wine lovers. Riesling is the noble variety of Germany, producing some of the finest white wines in the world. Discover more at germanwinecanada.com.

Deinhard/Schloss Johannisberg Felsengartenkellerei Henkell & Co. Gruppe



Italy is the largest producer of wine in the world and has more varieties planted than any other country. Though Italy is most noted for its noble reds, like Chianti, Barolo and Brunello, it is also a major producer of white wines, ranging in style from light and fruity to oak-aged versions of impressive substance and depth. Find out about Italian wine at ItalTrade.com.

Aldeaheri Carpineto Rocca delle Macie Altesino Di Lenardo Vineyards Savian Winemaker Marchesi Antinori Donnafugata Sordo Casale del Giglio Vini Tonon Tenuta Argentiera Avanzi Jasci & Marchesani Umani Ronchi Marchesi di Barolo MASI Agricola Villa Le Calvane Mionetto

Wineries



JAPAN

SAKE

Neither a wine, nor a beer, sake is its own unique expression of delicacy and finesse resulting from masterful skill and craft that is rooted in generations of Japanese tradition. Contemporary sake producers also employ the benefits of science to create a kaleidoscope of sake styles that have taken the gastronomic world by storm. Extremely food-friendly, it pairs well with more that just Japanese food – try it with cuisines from around the world!

Asahi Shuzo Co. (DASSAI)

Yoshi no Gawa Saké Co.



NEW ZEALAND

One of the youngest wine industries in the world, the "can-do" attitude of pioneering winemakers and growers has put New Zealand on the global wine map. Core to their success is the temperate maritime climate: coastal vineyards benefit from long sunshine hours and nights cooled by sea breezes. New Zealand is known for Sauvignon Blanc, Pinot Noir and wines with pure varietal flavours crafted with elegance, structure and power. Discover more at NZWine.com.

Astrolabe Kim Crawford Misty Cove Wines

Yealands Family Wines

Stoneleigh

PORTUGAL

The image of Portuguese wine is dominated by the centuries-old tradition of Port and Madeira, but the country is full of dynamic young winemakers who are using new technology to enhance and amplify tradition. The traditional wines are better than ever, but the new innovations – such as the dry reds of the Douro, offer outstanding quality. Learn more at ViniPortugal.pt.

Real Companhia Velha

Herdade das Servas



Wineries

ROMANIA

With 191,000 hectares under vine, Romania is the largest wine producer in Eastern Europe. EU funding since 2007 has resulted in new plantings, investments in winemaking technology, and new premium producers. In addition to international grapes, explore indigenous Romanian grapes such as Fetească albă, and Fetească neagră, white and red grapes that produce dry, aromatic wines.

Legendary Dracula

Liliac - The Wine of Transylvania



SPAIN

Spain's wine regions encompass a wide range of climates and soil types. Its bodegas make bold, cellarworthy reds, fresh and fruity whites, distinct sparkling wines and, of course, a wide range of styles and flavours of Sherry. While Spain produces some of the most sought-after cult wines on the planet, it also continues to offer some of the world's best wine values. Learn more at FoodsWinesfromSpainCanada.com.

Campo Vieio Gil Family Estates Marqués de Riscal Bodega Sarmentero Verum Bodegas v Viñedos

URUGUAY

Situated between the River Plate and the Atlantic Ocean, Uruguay produces wines of the highest quality rare delights that are produced in small but high-quality bodegas that are for the most part still in the hands of the founding families. Uruguay's "national grape" is Tannat, known as the healthiest red wine in the world for its high tannin levels.

Bodega Garzón



OREGON

Despite having very challenging ripening conditions, Oregon has benefited from its geography and climate by emphasizing quality over quantity and focusing on wines of great complexity. Oregon Pinot Noir has found considerable success around the world, while winemakers are also getting great results with Pinot Gris, Chardonnay and Gamay Noir. Learn more at OregonWinegrowers.org.

Elk Cove Vineyards

King Estate

WASHINGTON

Washington State has a recognized reputation for consistency, quality and value. The growing conditions are superb: aridity, well-drained soils, and long hours of sunlight. Cabernet Sauvignon and Merlot are often spectacular, while Syrah can be rich, complex and world class. Washington Chardonnay, Sauvignon Blanc and Riesling present textbook varietal character and are great value for money. Learn more at WashingtonWine.org.

Aquilini Red Mountain

Columbia Crest

Wines of Substance

CONSCIENCE.

At some events, no one wants to be the designated driver. Our 'Get Home Safe' program gives you a free Compass ticket and a safe ride home.





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ARC Restaurant. Fairmont Waterfront

Bauhaus Restaurant

The Blackbird Public House

Blue Water Cafe

Bon Vivant Hospitality Group Boulevard Kitchen & Oyster Bar

Brix & Mortar CinCin Ristorante

Cioppino's Enoteca Wine Rooms Cioppino's Mediterranean Grill

D'oro Gelato e Caffè

Elisa

Fairmont Hotel Vancouver Fanny Bay Oyster Bar Gotham Steakhouse & Bar Hy's Steakhouse & Cocktail Bar

Jägerhof Restaurant JOEY Restaurants La Terrazza

Lift Bar Grill View

The Loft at Earls Yaletown

Lot 185

Notch8 at Fairmont Hotel Vancouver

Ocean Mama Seafood

Old Vines The Restaurant at Quails' Gate

Pacific Institute of Culinary Arts

Provence Marinaside

Showcase Restaurant and Bar Sonora Room at Burrowing Owl

The Vancouver Club

Vancouver Convention Centre East Vancouver Convention Centre West

Vij's Vii's Rangoli

Waterview West Restaurant Wildebeest

Young Culinary Concepts

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IVSA is the proud sponsor of the **BUY THE CASE** program, part of our **SHOP THE WORLD** initiative.

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 70% of the wineries attending this year's Festival are represented by Agent members. www.ivsa.ca

Curtain Call

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Thank you to the 400+ volunteers who help make this festival a great success!

About VanWineFest



The Vancouver International Wine Festival, Canada's premier food and wine event, has three mandates: to provide an informative, educational and entertaining wine experience for public and trade; to be a premier marketing opportunity for the wine industry and festival partners; and to raise funds for the Bard on the Beach Theatre Society, which has been the charitable beneficiary since the 2013 festival.

VanWineFest grew from humble roots as a fundraising initiative for the former Vancouver Playhouse Theatre Company, dreamed up by the late John E. Levine. The inaugural festival in 1979 featured one vintner – Robert Mondavi – and saw approximately 1,000 people attend the two-day event at Hycroft, the Shaughnessy mansion owned by Vancouver's University Women's Club.

By its fourth year, the festival had grown to attract 45 California wineries, becoming known as the California Wine Festival. The ninth festival in 1987 was the first multi-national event, with wineries from seven countries showcasing their wines. In 1988, VanWineFest moved to the Vancouver Convention Centre, where the main International Festival Tastings have been held ever since.

In 1996, VanWineFest began shining the spotlight on specific wine regions or countries by featuring a new area each year, with the French wine region Bordeaux as the inaugural theme. This year, the theme region is California, with 53 wineries coming from the Golden State, a fitting tribute to our first festival 40 years ago. California was also the theme region in 1998, 2004, and 2013.

Today VanWineFest attracts some of the biggest industry names from around the world and is firmly established as the continent's premier wine event and among the biggest, best and oldest wine events in the world. It features wine tastings and pairings, gournet dinners and luncheons, educational seminars and culinary competitions, wine parties and a charity wine auction and gala dinner.

This is a rare opportunity to meet owners, winemakers and senior representatives from wineries around the globe. For either the experienced wine lover or the novice, the festival has something to please every palate and pocketbook.

GALA DINNER + AUCTION Presented by Blakes

Saturday, February 23

\$450/\$3600 table of 8

Gala ticket information available

vanwinefest.ca or 604.637.3098.

at VanWineFest.ca. gala@

6-11 p.m.

②

Fairmont Hotel Vancouver

The main fundraising event for Bard on the Beach is the annual Bacchanalia Gala Dinner + Auction, one of the most spectacular wine and food events in the city - an evening of incredible wine, inventive food pairings, and unparalleled opportunities to enhance your wine cellar.

The Bacchanalia Gala kicks off with a sparkling wine reception at 6 p.m., and features nine additional outstanding wines paired with an exquisite five-course menu prepared by the Fairmont Hotel Vancouver's culinary team. All of this is topped off with live music and dancing. And if that's not enough, live and silent auctions throughout the evening feature extremely rare wines, epicurean getaways and unique culinary experiences featuring chefs and sommeliers from the West Coast's top restaurants. A must for any serious wine collector!



Bard on the Beach is proud and honoured to be the Vancouver International Wine Festival's charitable recipient. The partnership's generous annual support helps Bard to maintain its signature high artistic standards and educational programs, while also helping to keep its programming affordable for hundreds of thousands of local residents, students and Vancouver visitors.

Celebrating its 30th season in 2019, Bard on the Beach is Canada's second largest not-for-profit professional Shakespeare festival. The Festival's home is a magnificent waterfront setting in Vancouver's Vanier Park, where every summer it stages Shakespeare plays, related dramas and special events in two modern performance tents. The 2019 season, running from June 5 to September 21, opens with The Taming of the Shrew on the BMO Mainstage, directed by Lois Anderson (Lysistrata, 2018). It will play in repertory with Shakespeare in Love, directed by Citadel Theatre Artistic Director Daryl Cloran (As You Like It, 2018). On the Howard Family Stage in the Douglas Campbell Theatre, Johnna Wright (The Merry Wives of Windsor, 2016) and Rohit Chokhani (Artistic Director, Diwali in BC: Bard Artistic Associate) will co-direct All's Well That Ends Well, followed by Coriolanus, directed by Dean Paul Gibson (The Winter's Tale, 2017).

Bard's critically-acclaimed plays repeatedly draw full houses; season attendance was a record-setting 108,000 in 2018 and almost 1.9 million patrons have enjoyed the Bard experience since 1990. The Festival also offers opera and orchestral concerts, wine tastings, Family Nights and insightful educational events. The tented Bard Village hosts many activities and amenities including informal pre-show In A Nutshell talks, concession and bar services, and the Bard Boutique.

Bard engages a team of exceptional actors, directors, designers and technicians each season, along with year-round administrative staff and teaching artists; it is also supported annually by more than 250 volunteers.

Through its constantly expanding community outreach, Bard hosts the popular Young Shakespeareans workshops for youth and teens at the site during the summer and through the year at the BMO Theatre Centre, as well as Bard in the Classroom workshops for students and teachers during the school term. Its Riotous Youth program provides further Shakespearean theatre education and workplace skills to young adults, and Bard for Life lets adults 'play Shakespeare' in a lively, informal environment.

SHAKESPEARE FESTIVAL

Under the tents in Vanier Park, Vancouver, Canada



JUNE 5 to SEPTEMBER 21, 2019



THE TAMING OF THE SHREW SHAKESPEARE IN LOVE

HOWARD FAMILY STAGE

ALL'S WELL THAT ENDS WELL

CORIOLANUS

bardonthebeach.org

Bard on the Beach is the proud charitable beneficiary of the



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