

**42nd Vancouver International Wine Festival – February 22-March 1, 2020**

<b>2020 Quick Facts</b> <ul style="list-style-type: none"> <li>▪ 42nd annual (founded 1979)</li> <li>▪ 8 days, Feb 22-Mar 1 (Bacchanalia Gala, Feb 22)</li> <li>▪ ~25,300 admissions (96% of tickets sold in 2019)</li> <li>▪ 16 countries in 2019; featuring France in 2020</li> <li>▪ 160 wineries in 2019; 53 from featured region California</li> <li>▪ 54 events (20 were California events) at ~25 venues           <ul style="list-style-type: none"> <li>○ 42 public events; 12 trade-only events</li> </ul> </li> <li>▪ ~ 45 participating restaurants, hotels, caterers</li> <li>▪ 1,450 wines, including:           <ul style="list-style-type: none"> <li>○ ~ 725 wines at International Festival Tastings</li> <li>○ ~ 150 additional wines at Trade Tastings</li> <li>○ ~ 575 wines at special events (dinners, seminars, etc)</li> </ul> </li> <li>▪ 42,000 bottles poured and/or purchased (2019 stats)</li> <li>▪ 82,000 wine glasses used (2019 stats)</li> <li>▪ Tasting Room size (at VCC): 53,000 square feet</li> </ul>	<b>Ages</b> <ul style="list-style-type: none"> <li>▪ 19 to 24 – 3%</li> <li>▪ 25 to 34 – 21%</li> <li>▪ 35 to 44 – 21.5%</li> <li>▪ 45 to 54 – 24.5%</li> <li>▪ 55 to 64 – 21%</li> <li>▪ 65+ – 9%</li> </ul> <b>Gender</b> <ul style="list-style-type: none"> <li>▪ Men, 48%</li> <li>▪ Women, 52%</li> </ul> <b>Household income</b> <ul style="list-style-type: none"> <li>▪ \$200,000+ – 18.5%</li> <li>▪ \$151,000 to \$200,000 – 16.9%</li> <li>▪ \$100,000 to \$150,000 – 30.1%</li> <li>▪ \$76,000 to \$100,000 – 16%</li> <li>▪ \$51,000 to \$75,000 – 14.5%</li> <li>▪ \$50,000 and under – 4.8%</li> </ul> <b>Education</b> <ul style="list-style-type: none"> <li>▪ University degree, some uni – 60.8%</li> <li>▪ Post-secondary degree – 24.5%; 10.6 some</li> <li>▪ High school or equivalent – 4%</li> </ul> <b>Geographics</b> <ul style="list-style-type: none"> <li>▪ 82% are from Metro Vancouver; 10% other BC; 6% other Canada; 2% international (mostly USA)</li> </ul> <p>Sources: 2019 online survey; past &amp; current onsite surveys; 2019 box office stats</p>
<b>Beneficiary – Bard on the Beach Shakespeare Festival</b> <p>Since 1979, VIWF has raised <b>\$9.5 million</b> for the performing arts. Our current beneficiary is <b>Bard on the Beach Shakespeare Festival</b>. VIWF has raised <b>\$1.5 million</b> for Bard since 2013, including <b>\$233,500</b> at the <b>2019 Bacchanalia Gala Dinner + Auction</b>; the full 2019 contribution will be announced by VIWF's year-end, June 30. The festival was created as a fundraiser for the Vancouver Playhouse Theatre Company, raising money for the Playhouse until it closed in 2012.</p>	
<b>Where is it?</b> The festival is headquartered at the <a href="#">Vancouver Convention Centre</a> (VCC) downtown. The Tasting Room (the heart of the festival), most seminars and Trade Days events take place at VCC. Other special events (dinners, lunches, wine minglers and the Bacchanalia Gala) take place at some 25 venues all around the city, including many of Vancouver's top restaurants and hotels.	<b>Festivalgoer profile</b> <ul style="list-style-type: none"> <li>▪ The typical festivalgoer is a sociable, affluent, wine-and-food savvy professional with high disposable income. Festivalgoers spend nearly \$5,000 annually on wine: an average of \$3,000/year at retail (10x Statscan's BC average), plus \$1,800/year on wine while dining out</li> <li>▪ 75% have attended two or more years</li> </ul>
<b>Snapshot</b> <p>Vancouver International Wine Festival has been described as “the largest wine festival in the Americas” with 25,000+ admissions. It is Canada’s premier wine show and widely considered to be one of the best wine events in the world. At age 41, it is also among the oldest. Its slogan is <b>“The Wine World is Here”</b>. For the past six years, VIWF has been voted the <b>#1 Food, Wine &amp; Hospitality Event in Canada</b> by New York’s <b>BizBash</b>.</p>	<b>Purpose</b> <p>VIWF has three primary mandates: (1) provide an informative, educational and entertaining wine experience for consumers and trade; (2) serve as a premier marketing opportunity for the wine industry; (3) and raise money for the performing arts in Vancouver.</p>
The festival typically features over 50-55 events; in 2019 there were 42 for public and 12 trade-only events. The heart of the festival is the <b>Tasting Room</b> , where the public can choose from ~725 wines at four <b>International Festival Tastings</b> (IFT), and industry professionals can sample those plus an additional ~150 wines at two <b>Trade Tastings</b> . Special events orbiting the Tasting Room (seminars, vintage tastings, dinners, lunches, brunches, wine minglers, etc.) serve another ~575 wines.	<b>Festival publications &amp; communication assets*</b> <ul style="list-style-type: none"> <li>▪ <b>Website</b> – 110,000 sessions; 350,000 page views; 80,000 unique visitors</li> <li>▪ <b>Promotional brochure</b> – 12,000 printed</li> <li>▪ <b>Trade Days Conference brochure</b> – 3,500 printed</li> <li>▪ <b>E-news</b> – 10,000 subscribers, including 1,300 trade subscribers; ~ 25 e-news annually – 45% open rate</li> <li>▪ <b>Tasting Program</b> – 8,000 printed, 64 pages</li> <li>▪ <b>Festival app</b> (iOS and Android), 1,900 installations</li> <li>▪ <b>Social media</b> – <b>12 million potential reach; over 1.5 million impressions:</b> Twitter ~12,500 followers; Facebook ~5,300 likes; Instagram ~2,700 followers</li> <li>▪ <b>\$420,000 marketing</b> – 2019 ad campaign included the <i>Vancouver Sun</i>; <i>Vancouver</i> magazine; <i>Western Living</i> and <i>BCBusiness</i> magazines; various US and BC wine sites; social media and more</li> <li>▪ <b>Earned media (2019): a record 141,706,927 million impressions</b> (editorial coverage in print, online, social, TV and radio), per MRP</li> <li>▪ <b>Social</b> – #VIWF @VanWineFest</li> </ul>
This international festival typically serves wines from ~15 countries. There is a focus on a different region or country every year ( <b>France in 2020</b> ); the featured region has its own section in the Tasting Room and offers thematic seminars and food and wine events throughout the week.	<small>* Ads, logos and editorial content in festival communication assets are available exclusively to sponsors, with the exception of the Tasting Program, which accepts ads for products non-competitive with major sponsors</small>