

WINE INDUSTRY

# Financial SYMPOSIUM

The Wine Industry's Leading Business Conference

# 2024

## Sponsorship Opportunities

Presented by **WINEBUSINESS MONTHLY**

November 12-13, 2024 | The CIA at Copia, Napa

[www.WineIndustryFinancial.com](http://www.WineIndustryFinancial.com)

## WHY SPONSOR

Make sure that your customers and potential customers know that you remain committed to serving the wine industry.

**Exclusive Networking at the Leadership Dinner:** Sponsors of the Financial Symposium receive tickets to the Leadership Dinner. **The Leadership Dinner is an invitation only event – only winery leaders and sponsors are invited to attend.** Each Sponsorship includes a ticket or multiple tickets. Tickets are not available for purchase.

**Increase Visibility:** Put your company brand in front of top industry leaders in the fields of finance, distribution, and production.

**Meet New Clients and Customers at the Conference:** Representatives from nearly **150 wineries** participate in the Financial Symposium each year. A robust 90% of past attendees recommend the event to a colleague, ensuring new winery attendees each year.

**Unique Opportunity:** The recent turmoil in the banking industry has caused financial decision-makers at wineries to look for help in meeting their capital needs.

- Rising interest rates are causing wineries to re-finance or re-evaluate their borrowing strategies.
- Wineries are wondering if they will be working with a bank that understands the wine industry and is able to deliver the level of attention and service to meet their needs.
- Economic uncertainty has wineries looking for expert guidance on how to prepare their companies financially for a possible recession.

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**What:** This conference focuses on financial, business and strategic issues in the wine industry. The Financial Symposium is a wine industry institution, held annually since 1992. The Symposium includes the Wine Industry Leadership Dinner, held on the first day of the conference.

**Why it's Special:** The only gathering on the West Coast of top business executives from wineries in California, Oregon and Washington to discuss issues with colleagues.

Some of the wineries in attendance at the 2023 Wine Industry Financial Symposium:

Alma Rosa Winery & Vineyards	Fior di Sole Winery	Ridge Vineyards, Inc
Alta Colina Vineyard & Winery	Foley Family Wines	Rodney Strong Wine Estates
Antinori Napa Valley	Fontanella Family Winery	Rombauer Vineyard
Arterra Wines Canada	Foxen Vineyard & Winery Gloria Ferrer	Sean Minor Wines
ASV Wines, Inc.	Goldschmidt Vineyards	Sequoia Grove Winery
B. Wise Vineyards	Ironstone Vineyards	Silver Oak and Twomey Cellars
Beck Family Estates	J. Bookwalter Winery	St. Supery Vineyards & Winery
Beckstoffer Vineyards	Jackson Family Wines	Staglin Family Vineyard
Bernardus Winery	Cellars, Inc.	Stag's Leap Wine Cellars
Biltmore Winery	Ken Wright Cellars	Ste. Michelle Wine Estates
Bonterra Organic Estates	La Rochelle Winery	Testarossa Winery
Cakebread Cellars	Lail Vineyards	Torrin Wines
Chappellet	Latitude Wines LLC	Treasury Wine Estates
Cliff Lede Vineyards	Long Shadows Vintners	Trefethen Family Vineyards
Cline Family Cellars	MacRostie Winery and Vineyards	Trinitas Cellars, LLC
Corbett Vineyards, LLC	Marietta Cellars, Inc.	Turley Wine Cellars
Crimson Wine Group	Marimar Estate Vineyards & Winery	Wiens Cellars
Delicato Family Wines	Monticello Vineyards Obsidian Wine Co.	William Chris Wine Company
Deutsch Family Wine & Spirits	O'Neill Vintners & Distillers	Wilson Creek Winery and Vineyard
Elusa Winery	Opus One Winery	Wine Service Cooperative
Fantesca Estate & Winery	Owl Ridge Wine Services	Winebow
Far Niente Wine Estates	Precept Wine	

## Sponsorship Opportunities

### Wine Business Leadership Dinner Sponsor – \$10,000

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- Opportunity to place roll up banner at check in
- Your company logo on dinner program distributed to all dinner guests
- Your company listed as "Dinner Sponsor" on the Financial Symposium website
- **Two all-access passes, which include admission to both days of the conference and the Wine Industry Leadership Dinner on Tuesday night, November 12**
- Hosted table with past or present Wine Industry Leadership honoree
- Logo recognition in all Financial Symposium ad campaigns printed in the October and November issues of *WineBusiness Monthly*
- Your business listed in all program materials, news releases and select email blasts to our extensive wine industry list

### Silver Level – \$5,950

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- Logo recognition in all Financial Symposium ad campaigns printed in the October and November issues of *WineBusiness Monthly*
- Your company logo and link on the Financial Symposium website
- **Two all-access passes, which include admission to both days of the conference and the Wine Industry Leadership Dinner on Tuesday night, November 12**
- Your business listed in all program materials, news releases and select email blasts to our extensive wine industry list
- Each sponsorship package includes two passes. Any additional tickets will be available for your personnel at a discounted price: Two-day event tickets at \$800 per person

### Bronze Level – \$3,850

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- Logo recognition in all Financial Symposium ad campaigns printed in the October and November issues of *WineBusiness Monthly*
- Your company logo and link on the Financial Symposium website
- **One all-access pass, which includes admission to both days of the conference and the Wine Business Leadership Dinner on Tuesday night, November 12**
- Your business listed in all program materials, news releases and select email blasts to our extensive wine industry list
- Each sponsorship package includes one pass. Any additional tickets will be available for your personnel at a discounted price: Two-day event tickets at \$800 per person

## Sponsorship Opportunities

### Lunch Sponsor – \$4,125 (2)

- Your company's signage strategically placed in the lunch area on Wednesday, November 13
- Your company listed as "Lunch Sponsor" on the Wine Industry Financial Symposium's website
- **One all-access pass, which includes admission to both days of the conference and the Wine Business Leadership Dinner on Tuesday night, November 12**
- Logo recognition in all Financial Symposium ad campaigns printed in the October and November issues of *WineBusiness Monthly*
- Your business listed in all program materials, news releases and select email blasts to our extensive wine industry list

### Lanyard Sponsor – \$4,250 (1)

- Your company logo on attendee's lanyards
- Your company logo and link on the Financial Symposium website
- **One all-access pass, which includes admission to both days of the conference and the Wine Business Leadership Dinner on Tuesday night, November 12**
- Logo recognition in all Financial Symposium ad campaigns printed in the October and November issues of *WineBusiness Monthly*
- Your business listed in all program materials, news releases and select email blasts to our extensive wine industry list

### Leadership Wine Reception Sponsor – \$4,000

- Opportunity to place roll up banner at reception
- Your company logo on the dinner program distributed to all dinner guests
- Your company listed as "Reception Sponsor" on the Financial Symposium website
- **One all-access pass, which includes admission to both days of the conference and the Wine Business Leadership Dinner on Tuesday night, November 12**
- Logo recognition in all Financial Symposium ad campaigns printed in the October and November issues of *WineBusiness Monthly*
- Your business listed in all program materials, news releases and select email blasts to our extensive wine industry list

### Breakfast Sponsor – \$3,850 (1)

- Your company's signage strategically placed in the breakfast area at the event on Wednesday, November 13
- Your company listed as a "Breakfast Sponsor" on the Financial Symposium website
- **One all-access pass, which includes admission to both days of the conference and the Wine Business Leadership Dinner on Tuesday night, November 12**
- Logo recognition in all Financial Symposium ad campaigns printed in the October and November issues of *WineBusiness Monthly*
- Your business listed in all program materials, news releases and select email blasts to our extensive wine industry list

The Wine Industry's Leading Business Conference

## Sponsorship Contract

Contract Date: \_\_\_\_\_

Sponsorship Level: \_\_\_\_\_ \$ \_\_\_\_\_

### Provide Sponsor Contact Information

Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

Website URL: \_\_\_\_\_

Signature: \_\_\_\_\_

Thank you for your support of the 2024 Wine Industry Financial Symposium. Once your contract is finished processing, you will receive an email to provide payment. You will also receive an email with instructions on how to register your staff for the complimentary admission passes included with your sponsorship.

### Questions? Contact:

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WineBusiness

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[www.WineIndustryFinancial.com](http://www.WineIndustryFinancial.com)