



May 2016



25th Annual Wine Industry Financial Symposium September 26 & 27, 2016

We are very pleased to announce that the **25th Annual Wine Industry Financial Symposium**, the original and flagship event of the financial sector of the wine business, will be held this year on Monday, September 26 and Tuesday, September 27 at the Napa Valley Marriott. We invite you to become a sponsor this year to celebrate our many years of educating the wine community.

“Game Changers for the Next Twenty-Five Years”

For 25 years, Professor & Dean Emeritus, **Robert Smiley**, Director of Wine Studies at the U.C. Davis Graduate School of Management, has presented the Executive Survey. His annual talk will reveal how critical issues are impacting leaders in the wine community. **Robert Trone**, Owner, Total Wine will give an overview of key retailers, and changes, key independents, and what he sees the future to look like in four to six years. An M & A panel headed by **Robert Nicholson** of International Wine Associates will feature **Roger Nabedian**, General Manager, Premium Wine Division, E. & J. Gallo Winery

Other topics of vital interest will include a harvest update delivered by **Glenn Proctor** of the Ciatti Company, the results of **John Gillespie’s** Research Project on the iGeneration, a panel on how distributors manage different markets headed by **Jon Moramarco** of BW166, featuring **Curtis Mann**, Wine & Spirits Director of Raleys along with **Robert Trone** and others.

Eight Monday seminars have been planned along with a special VIP Dinner on Monday night September 26 at **Inglenook Winery**. As a sponsor, you will also be invited to our annual Speaker/Sponsor Rehearsal Luncheon on Thursday, September 8th at the River Terrace Inn in Napa.

Eighteen premier institutions and four publications sponsored the Wine Industry Financial Symposium in 2015. Your company’s sponsorship, among other things that we do to enrich the wine industry, will enable the Wine Industry Symposium Group to continue to provide a summer internship for a U.C. Davis graduate student to work on the Wine Industry Financial & Executive Survey. With your assistance, we are also able to attract superior speakers and maintain our high-quality program standards, while continuing to serve the educational needs of the wine industry. Additionally, you will be able to network and gain opportunities to connect with qualified attendees, the value of which is very difficult to assess. We would be honored to have your support, and are counting on you to become a Financial Sponsor for the 2016 Symposium.

Very truly yours,

Kathy Archer

Kathryn G. Archer
President

kathy@winesymposium.com

Lisa Adams Walter

Lisa Adams Walter
Director of Programs

lisa@winesymposium.com

Waunice Orchid

Waunice Orchid
Conference Coordinator

waunice@winesymposium.com

2016 Sponsorship Opportunities

\$2,750 Sponsorship

- Includes 1 ticket to all events including Monday Night VIP Dinner
(\$850 TWO-DAY EVENT COST + \$250 DINNER = TOTAL Value \$1,100.00)
- + Logo and Link on Website
- + Company name on Full Page Ad in Wine Business Monthly - July, August and September Issues
- + Email Blast and Social Media Mentions
- + Bus Transportation Ticket to VIP Dinner
- + Table Space to Display Your Take-Away Materials for Attendees
- + Additional Employee Two-Day Event Only Tickets \$750 per person

\$5,500 Sponsorship

- Includes 3 tickets to all program events
- 3 Tickets to the Monday Night VIP Dinner
(\$850 x 3 for event = \$2,550 + 3 DINNERS = \$750 = TOTAL OF \$3,300)
- + Logo and Link on Website
- + Logo inserted on Full Page Ad in Wine Business Monthly - July, August and September Issues
- + Email Blast and Social Media Mentions
- + Bus Transportation Tickets for 2 to VIP Dinner
- + Table Space to Display Your Take-Away Materials for Attendees
- + Additional Employee Two-Day Event Only Tickets \$750 per person

Additional creative Sponsorship Opportunities are also available (such as sponsor logos on tote bags, lanyards, flash drives, etc.). Please contact **Wanice Orchid** at wanice@winesymposium.com or call 707-666-2525x102 to discuss the possibilities.

We are happy to work to accommodate any of your special interests or ideas and look forward to working with you to make our 25th Annual Wine Industry Financial Symposium a very dynamic and positive experience for your business as well as the attendees. Please contact us soon to reserve your sponsorship or to discuss any additional opportunities.

**For Hotel Reservations contact the
NAPA VALLEY MARRIOTT directly at (800) 228-9290**

or

**MAKE YOUR RESERVATIONS ONLINE ON OR BEFORE 8/31/16
to receive the special corporate rate of \$269
Identify yourself as a Wine Symposium attendee.**



**2016 Wine Industry Financial Symposium®
Sponsor Subscription**

Sponsor: _____

Address: _____

City/State/Zip: _____

Phone/Fax: _____

Company Website: _____

Company Social Media URLs and Handles (such as Facebook and Twitter):

Please list the name, title and email address of each representative from your company that plans to attend:

Name	Title	Email Address
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____

_____ Please Activate our Sponsorship at the \$ _____ Financial Sponsor Level

_____ Check enclosed _____ Check to follow Total: \$ _____

Hotel Accommodations are not included in Sponsorships

Please make your check payable to Wine Industry Symposium Group and mail to:

**Wine Industry Symposium Group
1443 Main St., Building D, Suite 230
Napa, California 94559**

Or return via email to: waunice@winesymposium.com

**Questions? Call us: (707) 666-2525
www.winesymposium.com**