

Wine Council of Ontario **ANNUAL REPORT** Year Ending March 31, 2016





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Members of the Wine Council of Ontario

Niagara-on-the-Lake

- | | |
|----------------------------------|---------------------------------|
| Between the Lines Winery | Niagara College Teaching Winery |
| Big Head Wines | Palatine Hills Estate Winery |
| Caroline Cellars | Pillitteri Estates Winery |
| Cattail Creek Estate Winery | PondView Estate Winery |
| Colaneri Estate Winery | Rancourt Winery |
| Coyote's Run Estate Winery | Ravine Vineyard |
| Five Rows Craft Wine | Reif Estate Winery |
| Frogpond Farm Organic Winery | Reimer Vineyards |
| Hare Wine Co. (The) | Riverview Cellars Estate Winery |
| Hinterbrook Estate Winery | Small Talk Vineyards |
| Ice House Winery (The) | Southbrook Vineyards |
| Joseph's Estate Wines | Stratus |
| Konzelmann Estate Winery | Strewn Winery |
| Lailey Winery | Sunnybrook Farm Estate Winery |
| Maleta & St. Henry Estate Winery | Two Sisters Vineyards |
| Marynissen Estates | |



Niagara Escarpment and Twenty Valley

- | | |
|------------------------------------|--|
| 13th Street Winery | Leaning Post Wines |
| Angels Gate Winery | Malivoire Wine Company |
| Aure Wines | Mike Weir Winery |
| Bachelor Wines | Mountain Road Wine Company |
| Back 10 Cellars | Organized Crime Winery (The) |
| Calamus Estate Winery | Pearl Morissette Estate Winery |
| Cave Spring Cellars | Peninsula Ridge Estates Winery |
| Cornerstone Estate Winery | Puddicombe Estate Farms, Wines & Cider |
| Creeside Estate Winery | Redstone Winery |
| Di Profio Wines Limited | Rennie Estate Winery |
| Domaine Queylus | Ridgepoint Wines |
| Featherstone Estate Winery | Rockway Vineyards |
| Fielding Estate Winery | Rosewood Estates Winery & Meadery |
| Flat Rock Cellars | Royal DeMaria Wines |
| Foreign Affair Winery (The) | Stoney Ridge Estate Winery |
| Good Earth Vineyard & Winery (The) | Sue-Ann Staff Estate Winery |
| GreenLane Estate Winery | Tawse Winery |
| Harbour Estates Winery | Vieni Estates Wine & Spirits |
| Harvest Estate Wines | Vineland Estates Winery |
| Henry of Pelham Family Estate | Westcott Vineyards |
| Hernder Estate Wines | |
| Hidden Bench Vineyards & Winery | |
| Kacaba Vineyards & Winery | |

Prince Edward County

- Black Prince Winery
- Broken Stone Winery
- By Chadsey's Cairns Winery & Vineyard
- Casa-Dea Estates Winery
- Closson Chase
- Grange of Prince Edward
- Harwood Estate Vineyards
- Hillier Creek Estates
- Hinterland Wine Company
- Huff Estates Winery
- Lacey Estates Winery
- Norman Hardie Winery & Vineyard
- Rosehall Run
- Sandbanks Estate Winery
- Sugarbush Vineyards
- Three Dog Winery
- Trail Estate Winery
- Waupoos Estates Winery



Lake Erie North Shore

- Colchester Ridge Estate Winery
- Mastronardi Estate Winery
- Muscedere Vineyards
- Oxley Estate Winery
- Pelee Island Winery
- Pelee Island Winery Pavilion
- Sprucewood Shores Estate Winery



Emerging Regions

- Burning Kiln Winery
- Coffin Ridge Boutique Winery
- Dark Horse Estate Winery Inc.
- Frisky & Gamble Cellars
- Gallucci Winery
- Generations Wine Company
- Georgian Hills Vineyards
- Willow Springs Winery

Wine Council of Ontario Board of Directors

June 2015 – 2016

Allan Schmidt, Chair
Vineland Estates Winery

Len Pennachetti, Vice Chair
Cave Spring Cellars

Norm Beal, Treasurer
Peninsula Ridge Estates Winery

Caroline Granger, Governance Chair
Grange of Prince Edward

Curtis Fielding
Fielding Estate Winery

Walter Schmoranz
Peelee Island Winery

Jeff Aubry
Coyote’s Run Estate Winery

Jamie Slingerland
Pillitteri Estates Winery

Ed Madronich
Flat Rock Cellars

Dan Sullivan
Rosehall Run

Paul Speck
Henry of Pelham Family Estate

Newman Smith
Strewn Winery

Nicolette Novak
The Good Earth Vineyard & Winery

Sue-Ann Staff
Sue-Ann Staff Winery

Wine Council of Ontario Sustainability Committee

Jamie Slingerland (Pillitteri Estates Winery) – Chair

Jamie Evans (Peninsula Ridge Estates Winery), Bruno Friesen (Peelee Island Winery), Jens Gemmrich (Frogpond Farm Organic Winery), J-L Groux (Stratus), Dave Hooper (Cave Spring Cellars), Shiraz Mottiar (Malivoire Wine Company)

Wine Council of Ontario Staff

- Richard Linley, President
- Duncan Gibson, Director of Finance
- Tanya Gorchynski, Administrative Lead
- Alison Oppenlaender, Projects Coordinator



Mission

The Wine Council of Ontario (WCO) leads the growth and sustainability of Ontario’s VQA wines.

Vision

The WCO will undertake:

- Advocacy and actions to foster the development of a profitable and growing business environment for VQA wines
- To grow sales of VQA wines to ensure the success of all partners on the value chain
- To ensure that 100 percent authentically local VQA wines own the hearts and minds of wine consumers both in Ontario and in our growing markets outside of Ontario

Who We Are

The WCO is the champion of Ontario’s high quality, authentically local Vintners Quality Alliance (VQA) wines and of promoting Ontario’s wine country as a tourism destination.

As a non-profit trade association, the WCO represents over 107 wineries from across the three Designated Viticultural Areas of the province (Niagara, Prince Edward County and Lake Erie North Shore, including Pelee Island) as well as emerging wine producing regions such as Ontario’s South Coast and Georgian Bay/Grey County.

Our members are independently owned small and medium sized enterprises – grape growers, manufacturers and leaders in tourism in their communities. Our members are the future of Ontario’s wine industry which is a source of new investment, jobs and award-winning wines.

We Support Authenticity

Our role is to promote Ontario VQA wines and vintners, support the production of excellent local wines valued both at home and abroad, and build on the substantial economic benefits that the VQA wine industry brings to the province. Authentically local VQA wine is made without imported grapes.

Our Strategic Priorities:

- Growing opportunities for VQA wine sales
- WCO leadership and relationships
- Membership growth and value
- Excellence in promoting Wine Country Ontario
- Bettering the Ontario wine industry



Greetings from the Honourable Jeff Leal



It has been a very busy year for the wine industry, and I thank the Wine Council of Ontario (WCO) for its continued leadership and hard work on behalf of Ontario’s wine industry.

Strengthening the wine and grape industry is an important part of the Ontario government’s economic plan. We remain committed to making strategic investments that foster an innovative economic climate, create jobs and help the province’s businesses compete in a global market.

The Ontario government is pleased to continue supporting the growth and success of the industry. Through the Wine and Grape Strategy, the Ontario government will provide total funding of \$28 million through to 2017 for VQA wine support, vineyard improvement, marketing and research.

I appreciate the WCO’s work with the Premier’s Advisory Council on Government Assets. Your insightful contributions have helped with reforms to wine retail marketing in Ontario and plans for expanding VQA wine sales to grocery stores. This is a major milestone, which will provide new opportunities for Ontario wineries and further build this thriving industry.

The Ontario government is supporting this expansion by investing \$5.25 million for marketing to increase VQA brand awareness among Ontario consumers, and this spring I was pleased to have the opportunity to launch the 2016 Wine Country Ontario Travel Guide to further showcase our globally recognized wines. In addition, we will be undertaking a re-design of the VQA Support Program to ensure it continues to provide support that encourages wineries to scale up, create jobs and grow the wine sector.

Increasing access to Ontario products is part of the government’s Wine and Grape Strategy, which introduced the sale of world-class VQA wines at Farmers’ Markets in 2014. I am very pleased that this program became permanent in May 2016.

With all of these new marketing opportunities comes heightened responsibility and our government is committed to a socially responsible approach to wine sales.

I wish you the very best for success during an exciting time for the wine and grape industry.

Sincerely,

Honourable Jeff Leal

MPP, Peterborough
Minister of Agriculture, Food and Rural Affairs

Greetings from MPP Jim Bradley

As the Member of the Legislative Assembly of Ontario for St. Catharines, I would like to take this opportunity to convey to all members of the Wine Council of Ontario (WCO), my congratulations on another successful year for the province’s wine industry.

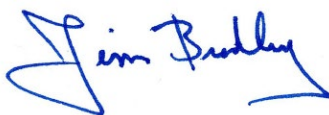
Those of us who reside in this province, and particularly those of us who reside in areas where our grapes are grown and our wine is produced, are very much aware of the contribution that the wine industry makes to the economic prosperity of our province, both directly and indirectly.

The WCO has helped represent approximately 100 wineries across the province in Niagara, Prince Edward County and Lake Erie North Shore including Pelee Island. These efforts have been responsible for the impressive progress that has been experienced in these areas and have contributed to the status of our province as an internationally acclaimed wine region which has helped grow the industry to emerging regions in Ontario’s South Coast and Georgian Bay/Grey County.



Although your businesses have had to confront many challenges over the years, the success that has been achieved in the wine industry in Ontario is evidenced by the fact that the industry has grown and prospered, and for this, we are grateful to the WCO and your many dedicated members.

With very best wishes for continued success in 2016-2017.

Yours sincerely,


Jim Bradley
MPP, St. Catharines
Chief Government Whip



Chairman’s Message

I am extremely proud of the work that the WCO staff and directors have achieved and the results we have accomplished this past year. Our Mission, to lead the growth and sustainability of VQA wines, has been well conveyed, and Ontario’s VQA wineries have shown great confidence in the value of our organization.

I would like to welcome the many new members from Lake Erie North Shore, Prince Edward County, Niagara and other emerging regions in the province for joining the WCO and for allowing us to be the association to represent your winery in front of government officials. We now have 107 member wineries, the most ever. Our strong and collective voice has earned the respect of both the government and all industry stakeholders.

Our main focus this past year has been working with Ed Clark and the Premier’s Advisory Council on Government Assets. This work has resulted in a significant change in the way beverage alcohol is and will be sold in this province. Beginning this fall, there will be greater retail access for consumers to purchase Ontario VQA wines through the announced grocery store channel. The WCO has been the leading industry authority on advocating for increased retail access for over a decade, and we are extremely pleased with the direction that the Premier and the Advisory Council have taken to increase additional retail opportunities for Ontario VQA wines and consumers. However, we still have work to do with government to ensure that the margins, policies and regulations surrounding this new channel are fair and equitable for all.

The WCO’s partnership with the Wine Marketing Association of Ontario (WMAO) has greatly enhanced the marketability of Ontario VQA wines this past year, as reflected by the significant increase in VQA wine sales in many channels. I want to congratulate the LCBO on exceeding their sales target for Ontario VQA wines this past year, and look forward to our continued collaboration in further promoting Ontario VQA Wines.

I would also like to thank Minister Jeff Leal of OMAFRA for his confidence in the WMAO marketing program by recently announcing an additional \$2.25 million of funding to support further wine marketing initiatives for Ontario VQA wines. The potential for a record harvest this fall, increased retail access, an enhanced marketing program, along with great sales momentum at the LCBO all set the stage for an exciting year for our members, Ontario VQA wine and Ontario wine lovers.

Lastly, I would like to sincerely thank the WCO members for the opportunity to represent you as your Chair. Momentous changes bring great challenges, but also bring exciting new opportunities for our high quality Ontario VQA wines. I look forward to working with all of you as we continue to build our Ontario VQA wine future.

Sincerely,



Allan Schmidt
Chair, Wine Council of Ontario



President’s Message

The past year has been marked by incredible success and significant change in our industry. The Ontario government continues to show great confidence in the economic growth potential of our sector, while Ontario VQA wineries experienced record sales, outpacing imports and increasing market share in the LCBO. We have much to celebrate and none of our industry achievements would be possible without the strong leadership of our Chair, our dedicated board members and the passion of our member wineries.

On the public policy front, our work with the Premier’s Advisory Council (PAC) has led to increased and more efficient access to the Ontario marketplace. WCO members have long advocated for greater competition in the Ontario wine retail sector. Doing so would increase consumer choice, while addressing the most significant unfairness issue in our industry. On this note, we are pleased with the upcoming changes to wine retailing in Ontario. These changes are not only about increased fairness, but will enable our member wineries to leverage new investments and create new jobs in the province, all while producing a local quality product. Furthermore, the PAC adopted our recommendation to allow third-party warehousing and distribution. Current warehouse restrictions are a barrier to market entry and a significant missed opportunity. Pending reforms will benefit our members by cutting costs and streamlining their business practices. While many of the policy changes stemming from the PAC process are positive, our work is not done. The WCO continues to advocate for improved margins in the form of permanent tax relief. A tax structure similar to Ontario craft beer would better stimulate and bolster economic growth in our sector.

Organizationally, the WCO Board of Directors launched a strategic review and planning project at the end of 2015 to redesign its future and ensure that the organization is constructed to align and support a VQA industry that is profitable, sustainable and a source of pride in Ontario. Having recently completed the review, I want to thank our Board of Directors for their commitment and contributions to this process. Their time and effort, along with feedback from our membership, was invaluable. In addition to our strategic planning, this year saw the successful continuation of two key program and project initiatives. Close to 40 wineries participated in the 2016 Sustainable Winemaking Ontario program, which establishes an industry standard for sustainable practices. This past year also heralded the completion of the WCO’s Vinesource project, an innovative technology platform that will help protect our members’ products in exports markets while enhancing the brand appeal and marketing analytics of Ontario wineries. Both initiatives will ensure our member wineries stay competitive and responsive to consumer demand in the global marketplace.

In closing, we are buoyed by record membership in the WCO, which continues to provide us both strength in numbers as well as a united voice across the industry. The coming year brings both challenges and opportunities for the WCO and its members. Given the results of the government’s recent Wine and Grape Industry Performance Study - released earlier this year - fair and reasonable profitability across the spectrum of winery sizes will be a key focus for the WCO in 2016/17. As President, I will continue to ensure we have effective relationships with our government partners to not only tackle these concerns, but develop ongoing trust and confidence in our industry, including its representative voice. On behalf of the WCO team, thank you again for the opportunity to represent you. We look forward to working on your behalf this coming year.

Sincerely,



Richard Linley
President, Wine Council of Ontario



Priority #1

I. Growing Opportunities for Sales of VQA Wine

Our goals:

- 🍷 Continued collaboration with the Government of Ontario for opportunities to expand retail and other consumer access points for Ontario VQA wines, at economically viable gross margins
- 🍷 Active engagement with current retail partners to align marketing goals and investments
- 🍷 Advocate to reduce and modernize regulatory barriers that restrict access to Ontario VQA wines
- 🍷 Support nationally led inter-provincial and export initiatives

We are very pleased that many important industry programs have been consolidated under the Ministry of Agriculture, Food and Rural Affairs (OMAFRA) as well as Agricornp (a crown corporation). We continue to enjoy an excellent working relationship with these organizations in ensuring that programs are being delivered in the most effective ways to benefit Ontario's VQA wineries.

As members know, our highest priority has been in advocating for additional, alternate retail channels, which will increase VQA wine sales by complementing the existing format of the LCBO. After extensive study over the past few months, the Premier's Advisory Council announced significant changes to the way beverage alcohol will be sold in Ontario, and we look forward to the roll-out and sale of VQA wines in the new grocery store channel, starting this fall. We do, however, need to continue to work with the Ontario government and various industry partners to ensure that increased access to consumers will be sustainable by ensuring that sales can be made at margins that are economically viable to VQA wineries.

This is a key ask of the government, one that is absolutely necessary to advance the ability of VQA wineries, small and medium businesses, to compete on an equal footing with large domestic and foreign wineries. We want to offer more choice and convenience to our consumers, and we know that additional retail opportunities will result in increased jobs (especially in rural Ontario) and tax revenues for government.

We are pleased that the pilot program to sell VQA wines at Farmers' Markets across Ontario was renewed and made permanent. The WCO has long advocated for this opportunity, as it does provide craft and small wineries with access to consumers away from their winery that were otherwise very difficult to reach. Again, it is critical that wineries be able to earn margins through this channel that make economic sense; the WCO will continue to work with both the Alcohol and Gaming Commission of Ontario (AGCO) and the LCBO to further improve regulations and business economics around this important channel.

We also continue to work with and advise the AGCO on their major review of the various regulations that govern Ontario's entire beverage alcohol sector. New regulations that simplify the licensing process and number of licenses required by wineries will be rolled out this year, as the AGCO continues towards modernizing the way Ontario wineries can do business.

Priority #2

WCO Leadership & Relationships

The WCO continues to work closely with the government and the Wine Marketing Association of Ontario (WMAO), Vintners Quality Alliance of Ontario (VQAO), the LCBO, the Grape Growers of Ontario (GGO), and the Winery & Grower Alliance of Ontario (WGAO) among other industry partners to foster a supportive public policy climate and continue building the momentum of Ontario's wine industry.

Our goals:

- 🍷 Continue to be the voice of Ontario's VQA wine industry, and to provide thought leadership for VQA wines in the province. Our success has been reflected in our continued membership growth, achievement of advocacy efforts and a continued positive reputation with stakeholders
- 🍷 Modernize the grape pricing process and work with the Farm Products Marketing Commission to implement their industry recommendations which will help ensure greater economic benefit for all partners on the value chain
- 🍷 To ensure that the VQA Marketing Plan initiatives and programs reflect the interests of VQA wineries of every size and business model, and supports growing VQA sales through all channels
- 🍷 Active engagement with all partners and stakeholders in agriculture, tourism, retail, trade, government and the wine industry

The WCO along with the Ontario Craft Brewers held a successful joint reception at Queen's Park in September with the purpose of showcasing local VQA wine and craft beer that consumers cannot find in LCBO stores. Ten member wineries poured wine at the reception which was attended by many MPPs from all parties as well as senior government staff from many Ministries.

"Western Union Business Solutions joined the Wine Council of Ontario as a trade supplier in September of 2015. This has given us the opportunity to meet with new businesses, learn about their needs, and provide assistance."

- MaryEllen Wood,
Western Union Business Solutions



Industry Organization Memberships

Grapes for Processing Industry Advisory Committee

Allan Schmidt (Processor Rep)
Jamie Slingerland (Processor Rep)

Negotiating Agency (Grape Pricing)

Allan Schmidt (Processor Rep)

Ontario Grape and Wine Research Inc.

Allan Schmidt (Board Member)

Niagara Grape and Wine Festival

Allan Schmidt (Board Member)

International Riesling Foundation

Len Pennachetti (Board Member)

Insight Conference Committee

Sue-Ann Staff

Wine Marketing Association of Ontario

Allan Schmidt (Treasurer)
Paul Speck (Board Member)

VQA Marketing Committee

Paul Speck (Chair)
Andrew Howard
Ed Madronich

Tourism Partnership of Niagara

Allan Schmidt

Food and Beverage Ontario

Norm Beal (President & CEO)

CCOVI Advisory Board

Allan Schmidt (Executive)

Priority #3

Membership Growth & Value

Our goals:

- Consistently measure and improve member satisfaction
- Continuously improve communication tools for members
- Increase the level of member engagement in key WCO activities, e.g. board, committees, member forums, advocacy

The WCO is the organization that speaks for the Ontario VQA wine producers across the province. With a shared vision, WCO’s membership has continued to grow. The WCO now has 107 winery members – the highest number ever! Our members are located throughout Ontario’s three Designated Viticultural Areas and in the province’s emerging regions: Ontario’s South Coast (Simcoe and Port Dover), Stouffville and Southern Georgian Bay.

The WCO continues to enhance our educational tools to ‘educate the educators’ that help train winery staff. The fourth edition of our course book, *The Wine Appellations of Ontario – An Introductory Course for Wine Knowledge* is used by many colleges and universities, and winery staff to educate and inform Ontario’s VQA wine ambassadors. As well, the WCO Sub-Appellations Map provides in detail the ten sub-appellations of the Niagara Peninsula.

The WCO continually communicates with its members on an ongoing basis through weekly e-blasts communicating important notices from the government, LCBO and other industry updates and issues. Members are also encouraged to attend quarterly town hall meetings for more in-depth updates and special presentations from various industry partners.

New this year, the WCO updated the public-facing website giving it a modern look that is easy to navigate and find information. The next phase for the WCO is to update the members’ portal for ease and functionality, making the portal the spot for members to obtain information and stay up-to-date on current affairs.

“PondView Estate Winery is a relatively new winery which is growing at a fast pace. As a family business with a relatively small, but focused team, all of our time is dedicated towards making great wines and building our brand. We joined the Wine Council of Ontario to have a partner who will keep us updated on any challenges facing the Ontario wine industry and to help us promote VQA wines at large. More importantly the WCO gives us a much needed voice when speaking to government about improving and growing our access to the Ontario consumer.”

- Marcel Morgenstern, Director of Sales,
PondView Estate Winery



New Members

We would like to highlight and welcome our new Wine Council of Ontario Members for 2016:

Emerging Regions

- Dark Horse Estate Winery Inc.

Lake Erie North Shore

- Colchester Ridge Estate Winery
- Mastronardi Estate Winery
- Muscedere Vineyards
- Sprucewood Shores Estate Winery

Niagara-on-the-Lake

- The Hare Wine Co.
- Two Sisters Vineyards

Prince Edward County

- Hinterland Wine Company
- Sugarbush Vineyards
- Trail Estate Winery



Priority #4

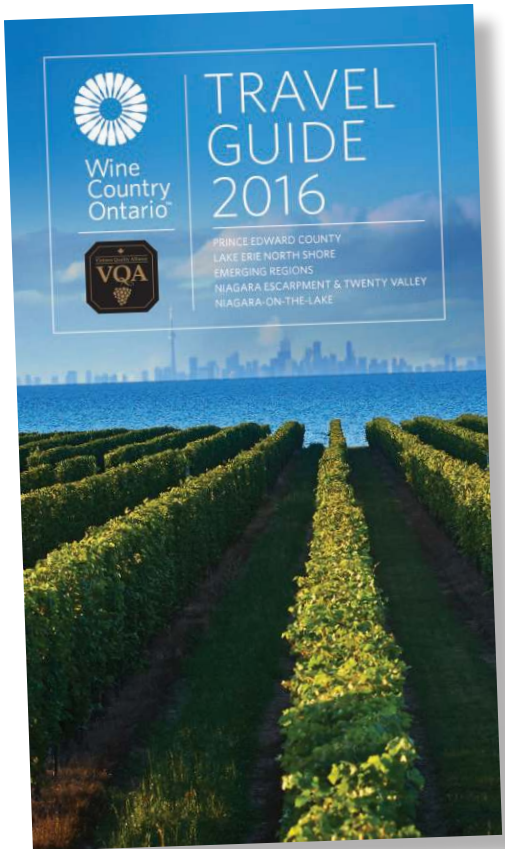
Excellence in Promoting Wine Country Ontario

Our goals:

- Deliver excellence and results to current and future government marketing partnerships
- Continuous measureable improvement in usage and performance of key Wine Council of Ontario assets – Wine Route, Wine Country Ontario Travel Guide, Visitor First Program
- Active engagement with, and leadership in, industry partnerships e.g. regional tourism and culinary organizations

The WCO, through its subsidiary organization, WMAO, supports the Wine Country Ontario industry marketing program. Promoting wine country includes production and distribution of the Wine Country Ontario Travel Guide and website, product placement and promotion with the LCBO, communication with wine fans through social media, monthly consumer newsletters and advertising campaigns connecting the wine country experience to residents of and visitors to Ontario. Wine Country Ontario also includes a strong Public Relations program, integrating consumers with influencers such as

domestic and international wine media, licensees and other key stakeholders. Beginning later this year, the marketing program will include a brand new advertising campaign which will help support VQA wine sales through the LCBO, winery retail stores, licensees and of course our new grocery store retail channel.



Wine Country Ontario™

VQA Wines of Ontario

Priority #5

Bettering the Ontario Wine Industry

Our goals:

- 🍷 Active leadership in industry research
- 🍷 Ongoing assessment of the economic impact and benefits of Ontario’s VQA wines and WCO winery members
- 🍷 Increase member participation in Sustainable Winemaking Ontario
- 🍷 Partnership with and support for VQA Ontario and its goals for excellence in quality for VQA wines and improving awareness and understanding wines of origin

The WCO continues to focus on improving Ontario’s wine industry and building a strong platform for VQA wines and the appellation of origin system. The entire VQA industry continues to foster innovation in Ontario’s agri-food sector.

Sustainable Winemaking Ontario

Sustainable winemaking remains a priority for the WCO, and this past year, 36 wineries were recognized for their sustainable efforts, making 2016 a record year for the program. This past January, the WCO and the GGO conducted seminars in Lake Erie North Shore, Prince Edward County and the Niagara Region educating wineries and growers on the sustainability programs offered and future audit verification. The seminars were well attended with many wineries and grape growers engaged and interested in the program.

Building on past research projects for the marketability of sustainably certified wines, the WCO along with an agency, researched existing sustainable certification programs in seven new world wine regions; the research identified similarities and explored future marketing possibilities for our Sustainable Winemaking Ontario wineries. Currently, through another round of GF2 funding, the WCO is conducting research on the Ontario wine buyer; their understanding of sustainable wine; likelihood of purchasing certified sustainable wines; and how much more they are willing to spend on an Ontario wine that is certified sustainable.

Work continues to move the Sustainable Winemaking Ontario program from a voluntary program to a certification-based model. This next step in the program is important to ensure the “from soil to shelf” program will help sustain Ontario’s success as consumers embrace local and environmentally friendly products. Sustainable Winemaking Ontario is a voluntary program, but all wineries and growers are encouraged to participate and find benefit in the marketing support and promotion in development. With increasing consumer demand for certified sustainable products, this program provides an opportunity for Ontario’s wineries and growers to compete in an ever-changing market.



Wine Council of Ontario Trade Supplier Members

The WCO’s Trade Supplier Membership is in its third year. This program aims to benefit WCO members and local businesses as it helps connect wineries with suppliers that offer a variety of services that are beneficial to the wine industry. Trade Supplier Members range from accounting services, event planning, law, manufacturing, production and packaging suppliers, to consulting services, promotional services and retail suppliers. We encourage our WCO winery members to take advantage of offerings presented by our Trade Supplier Members – which may include discounts, promotions, networking opportunities and more.

Our 2015-2016 Trade Supplier Members

Accounting Services / Banking

Bank of China (Canada)
www.bankofchina.com/ca/en

BMO Bank of Montreal
www.bmo.com

Durward Jones Barkwell & Company LLP
www.djb.com

MNP LLP
www.mnp.ca/en

Western Union Business Solutions
www.business.westernunion.ca

Business Consulting

bdBuilder
www.bdbuilder.com

Event Planning / Trade Shows / LCBO In-Store Tastings

Epernay Tasting & Promotional Co.Ltd.
www.theepernaycompany.com

YOUR Designated Driver
www.yourdd.ca

Financial Services / Insurance

Beverage Protect by BKIFG
www.beverageprotect.com

Duliban Insurance Brokers
www.dulibaninsurance.com

Signature Risk
www.signaturerisk.com

Industrial Services / Supplies

Abell Pest Control
www.abellpestcontrol.com

Law

Perley-Robertson, Hill & McDougall LLP/s.r.l.
www.perlaw.ca

Sullivan Mahoney LLP
www.sullivanmahoney.com

Manufacturing / Production / Packaging Supplies

A.O. Wilson
www.aowilson.ca

Braemar Building Systems Ltd.
www.braemarbuildings.com

Claymore Design and Construction
www.claymoredc.com

ColdHaus Direct
www.coldhausdirect.ca

FreshTAP
www.freshtap.com

Hamill Machine Company Inc.
www.hamillmachine.ca

Jane’s Packaging Inc.
www.janepackaging.com

Lakeview Vineyard Equipment Inc.
www.lakeviewvineyardequipment.com

Perflex Label Inc.
www.perflexlabel.com

Performance Mercedes-Benz
www.performancemercedes.com

Salbro Bottle Inc.
www.salbrobottle.com

Saxco Canada
www.saxco.com

Wide Range Transportation
www.widerange.ca

WP Warehousing Inc.
www.wpwarehousing.com

Printing / Design / Office Supplies

AutoTrim & Signs
www.autotrimniagara.ca

Brock Office Automation
www.brockoa.com

Minuteman Press
www.minutemanpress.ca

The Printing House
www.tph.ca

Promotional Products Distributor

Imagewear
www.imagewear.ca

Retail Supplies

Rosehill Wine Cellars Inc.
www.rosehillwinecellars.com

The Wine Council of Ontario would like to acknowledge our long standing members:

30+ Years

- Reif Estate Winery 🍷 34 years, since 1982
- Vineland Estates Winery 🍷 33 years, since 1983
- Pelee Island Winery 🍷 32 years, since 1984
- Cave Spring Cellars 🍷 30 years, since 1986

25+ Years

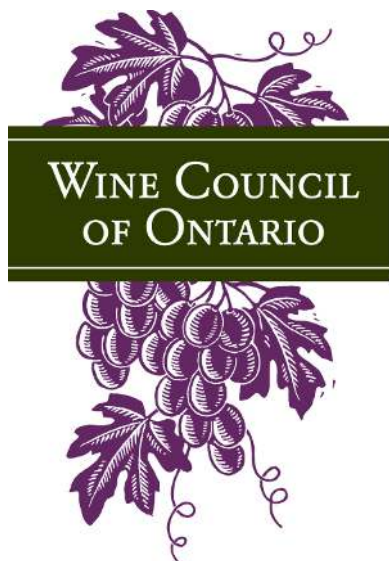
- Henry of Pelham Family Estate 🍷 28 years, since 1988
- Konzelmann Estate Winery 🍷 28 years, since 1988
- Marynissen Estates 🍷 25 years, since 1991
- Small Talk Vineyards 🍷 25 years, since 1991
- Southbrook Vineyards 🍷 25 years, since 1991

20+ Years

- Joseph’s Estate Wines 🍷 24 years, since 1992
- Pillitteri Estates Winery 🍷 23 years, since 1993
- Sunnybrook Farm Estate Winery 🍷 23 years, since 1993
- Hernder Estate Wines 🍷 20 years, since 1996

15+ Years

- Strewn Winery 🍷 19 years, since 1997
- Creekside Estate Winery 🍷 17 years, since 1999
- Royal DeMaria Wines 🍷 17 years, since 1999
- Harbour Estates Winery 🍷 16 years, since 2000
- Kacaba Vineyards and Winery 🍷 16 years, since 2000
- Malivoire Wine Company 🍷 16 years, since 2000
- Peninsula Ridge Estates Winery 🍷 16 years, since 2000
- Puddicombe Estate Farms, Wines & Cider 🍷 15 years, since 2001



Wine Council of Ontario

4890 Victoria Avenue North P.O. Box 4000
Vineland Station, Ontario LOR 2E0

Phone: 905.562.8070

Fax: 905.562.1993

info@winecouncilofontario.ca

www.winecouncilofontario.ca



winecouncilontario



@WineCouncilOnt



@WineCouncilOnt