



ONTARIO
CRAFT
WINERIES



ANNUAL REPORT

Year Ending March 31, 2022

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Members of the Ontario Craft Wineries

Niagara-on-the-Lake

Between the Lines Winery
Big Head Wines
Caroline Cellars
Colaneri Estate Winery
Ferox Estates Winery
Five Rows Craft Wine
Frogpond Farm Organic Winery
Hare Wine Co.
Hinterbrook Winery
Icellars Estate Winery
Joseph's Estate Wines
Konzelmann Estate Winery
Lailey Winery
Lundy Manor Winery

Marynissen Estates Winery
Niagara College Teaching Winery
Palatine Hills Estate Winery
Pondview at Bella Terra Vineyards
Ravine Vineyard Estate Winery
Reif Estate Winery
Reimer Vineyards Winery
Riverview Cellars Winery
Southbrook Vineyards
Stratus Vineyards
Strewn Winery
Sunnybrook Farm Estate Winery
Two Sisters Vineyards

Niagara Escarpment

13th Street Winery
16 Mile Cellar
180 Estate Winery
2027 Cellars
Angels Gate Winery
Bachelder Wines
Calamus Estate Winery
Cave Spring Vineyard
Cloudsley Cellars
Cornerstone Estate Winery
Domaine Queylus
Featherstone Estate Winery
Fielding Estates Winery
Flat Rock Cellars
Foreign Affair Winery
Good Earth Vineyard & Winery
GreenLane Estate Winery
Harbour Estates Winery
Henry of Pelham Family Estate Winery
Hernder Estate Wines
Hidden Bench Estate Winery
Kacaba Vineyards

King's Court Estate Winery
Leaning Post Wines
London Born Wine Co.
Malivoire Wine Company
Mountain Road Wine Company
Organized Crime Winery
Puddicombe Estate Winery
Redstone Winery Inc.
Rennie Estate Winery
Ridgepoint Wines
Rockway Vineyards
Royal DeMaria Wines Company
Stoney Ridge Estate Winery
Sue-Ann Staff Estate Winery
Tawse Winery
Vieni Estates
Vineland Estates Winery
Wending Home Estate Vineyards & Winery
Westcott Vineyards

Prince Edward County

Black Prince Winery
Broken Stone Winery
Closson Chase Vineyards
Grange of Prince Edward Vineyard & Winery
Harwood Estate Vineyards
Hinterland Wine Company
Huff Estates Winery
Lacey Estates Winery
Rosehall Run Vineyards
Sugarbush Vineyards
Trail Estate Winery
Waupoos Estates Winery

Lake Erie North Shore

Colchester Ridge Estate Winery
Dancing Swallows Vineyard
Mastronardi Estate Winery
Muscedere Vineyards
Oxley Estate Winery
Pelee Island Winery
Sprucewood Shores Estate Winery
Vivace Estate Winery

Emerging Regions

Burning Kiln Winery
Coffin Ridge Boutique Winery
Cornerfield Wine Co.
Creemore Hills Winery
Dark Horse Estate Winery
Gallucci Winery
Generations Wine Company
Georgian Hills Vineyards
Potter Settlement Wines
The Roost Wine Company
Therianthropy Inc.
Willow Springs Winery
Windrush Estate Winery

Ontario Craft Wineries Board of Directors

June 2021-2022

Carolyn Hurst, Chair
Westcott Vineyards

Stephen Gash, Director
Malivoire Wine Company

Suzanne Janke, Director
Stratus Vineyards

Andrea Kaiser, Director
Reif Estate Winery

Darryl MacMillan, Director
Pelee Island Winery

Ed Madronich, Director
Flat Rock Cellars

Len Pennachetti, Director
Cave Spring Vineyard

Allan Schmidt, Director
Vineland Estates Winery

Ilya Senchuk, Director
Leaning Post Wines

Paul Speck, Director
Henry of Pelham Family Estate Winery

Dan Sullivan, Director
Rosehall Run Vineyards

Murray Wilson, Director
Oxley Estate Winery

Thank you to our OCW Board of Directors for your commitment and dedication to Ontario's wine and grape industry. OCW Board of Directors meet monthly to review Ontario Craft Wineries' operational performance to ensure the longevity and prosperity of the organization.

Ontario Craft Wineries Staff

- ◆ Richard Linley, President
- ◆ Beverley Spriel, Executive Assistant
- ◆ Anna Murre, Director of Finance
- ◆ Alison Oppenlaender, Projects & Communications Manager

New OCW Members for 2022

- ◆ 180 Estate Winery
- ◆ Creemore Hills Winery
- ◆ Five Rows Craft Wine
- ◆ King's Court Estate Winery
- ◆ Potter Settlement Wines
- ◆ Vivace Estate Winery
- ◆ Wending Home Estate Vineyards & Winery



Ontario Craft Wineries Committees

The OCW is thankful to our members who volunteer on committees to help plan and produce programming that benefits the entire Ontario wine and grape industry.

Ontario Craft Wine Conference & Trade Show

The Ontario Craft Wine Conference committee provides guidance and insight on the management and execution of the annual educational conference for the wine and grape industry.

Stephen Gash, Chair
Malivoire Wine Company

Ed Madronich
Flat Rock Cellars

Matt Gale
Peelee Island Winery

Sue-Ann Staff
Sue-Ann Staff Estate Winery

Suzanne Janke
Stratus Vineyards

J.J. Syer
Rosehall Run Vineyards

Sustainable Winegrowing Ontario Certified

The Sustainable Winegrowing Ontario Certified committee combines industry input on winery operations, winemaking and viticulture sustainability priorities; reviews and recommends applications for funding to grow the program; and evaluates the program's progress.

Andrea Kaiser, Chair
Reif Estate Winery

Nick Lemieux
Grape Growers of Ontario

Stephen Gash
Malivoire Wine Company

Erwin Wiens
Grape Growers of Ontario

JL Groux
Stratus Vineyards

Debbie Zimmerman
Grape Growers of Ontario

Dave Hooper
Cave Spring Vineyard

Peter Harris
Ontario Wine Appellation Authority

Shiraz Mottiar
Malivoire Wine Company

Laurie Macdonald
Ontario Wine Appellation Authority

Sylvia Augaitis
Wine Marketing Association of Ontario

Magdalena Kaiser
Wine Marketing Association of Ontario

Chair's Message

This year marks the second year of my tenure as Chair of the Ontario Craft Wineries (OCW), and what another year it has been for our industry.

With the rollout of vaccines, and COVID-19 mandates easing, our tasting rooms, local restaurants and hotels reopened to welcome guests. Our industry relied heavily on local tourism, as the U.S. and Canadian border remained closed until late 2021. The *Support Local* message buoyed our winery members as the OCW, Wine Marketing Association of Ontario and tourism partners helped Ontario consumers connect with this message, encouraging local consumers to visit Ontario's wine country. A destination like no other, right in our own backyards, wineries have been excited to re-open their cellar doors and welcome local Ontarians, and tourists from afar this year for tours, tastings and events.



On behalf of the industry, the OCW Board of Directors continued to advocate for government policies in the form of COVID-19 relief for our members' family-farm businesses that have been severely impacted by the pandemic. In addition, we advocated for structural tax changes to support the growth of our members' businesses and the industry as whole. The OCW Board was successful in securing new supports through the Ontario Ministry of Agriculture, Food and Rural Affairs as well as new federal level supports to replace the repeal of our industry's longstanding excise exemption. Our Board will continue to actively engage with provincial and federal government officials to ensure that our local VQA wine industry continues to grow and prosper.

This year, the OCW Board also completed its Strategic Review for the next five years based on industry input from winery members, industry associations, value-chain partners and government leaders with the goal of building a lasting and sustainable future for our industry so it can continue to grow and prosper. Based on extensive industry interviews, OCW's new mission for the next five-years is to "champion and advocate for the growth and success of Ontario VQA wine producers." Promotion and collaboration are also key pillars of the plan to support the growth of our sector with industry partners. We look forward to highlighting new priorities for the organization, and continuing to connect with our winery members through digital communications and in-person meetings.

In closing, I would like to thank the LCBO for their ongoing support of our industry. Ontario VQA wines maintained a 7% market share in the LCBO despite fierce competition from EU and US wineries. To my fellow Board Members, thank you for your dedication and tireless efforts this past year to our sector. And to our winery members, thank you for your ongoing confidence in the OCW. Cheers to an exciting summer in wine country and a successful harvest!



Carolyn Hurst
Chair, Ontario Craft Wineries

President's Message

I am pleased to present the Ontario Craft Wineries' (OCW) 2021-2022 Annual Report.

This past year remained challenging as our industry navigated the continued uncertainty around the global pandemic and our province's economic recovery. With these challenges, the OCW embarked on a strategic planning process and unveiled its new strategic plan, "Growing, Trusted, Connected" in the spring under the leadership of our Chair, Board of Directors and staff. The new plan will ensure that Ontario continues to be recognized as one of the world's premiere wine regions. It also highlights the need for continued collaboration between government and the industry to deliver the jobs, growth, and continued product quality vital to their constituents, our customers and to Ontario's economy.



Through interviews and surveys, the strategic review engaged leaders from the wine industry across Canada, OCW members, local grape growers, former and current Ontario government officials and the LCBO to create a robust consensus that will deliver improved outcomes for the Ontario VQA wine industry and for its customers over the coming five years. More broadly, the plan offers new approaches to support innovation in the wine industry and to support regional economic development of Ontario's wine country. Over the next five years, the OCW will work to ensure that its members and all of its stakeholders benefit from a consumer and producer-focused wine strategy that places its emphasis on great consumer choice, on continued focus on quality, for grape production continuing to value VQA wines and for a more sustainable industry eco-system in Ontario. The five-year road map sets out where OCW will bring greater focus for the benefit of all its members, and for the benefit of VQA wine consumers in Ontario.

I want to thank our Chair, Carolyn Hurst, Board of Directors, staff, winery members and all stakeholders in the beverage alcohol system for their input during the strategic planning process. While Ontario's VQA wine industry has much to celebrate, the industry aspires to more. Our new plan envisions an Ontario that broadly celebrates, supports and recognizes Ontario's VQA wine industry and an Ontario that proudly chooses domestic VQA wines.

The good news is that the OCW team has already put the new strategic plan into action and is delivering on its new strategy. At the same time, Ontario's VQA wine producers are committed, passionate and just getting started. The best is yet to come!

Thank you for your ongoing trust in the OCW team and the opportunity to advocate on your behalf.

Sincerely,

A handwritten signature in black ink, appearing to read "Richard Linley", written in a cursive style.

Richard Linley
President, Ontario Craft Wineries

2022-2027 | Ontario Craft Wineries Strategic Plan

Vision

Ontario is recognized as one of the world's premiere wine regions.

Mission

Champion and advocate for the growth and success of Ontario VQA wine producers.

Strategic Priorities

Advocate	Promote	Collaborate
<ul style="list-style-type: none">◆ For the financial stability of our members.◆ For a regulatory and public policy framework that supports VQA growth.◆ For sustainable grape growing and stewardship.	<ul style="list-style-type: none">◆ Direct and influence marketing that drives consumer VQA choice.◆ Educate and engage members and stakeholders	<ul style="list-style-type: none">◆ Seek common ground with industry stakeholders.◆ Ontario's trusted voice for VQA producers.

Where many of the world's premiere wine regions have been developing their craft over many centuries, Ontario's VQA wine industry is only decades old. Despite how young Ontario's industry is, its local and global impact is significant.

Ontario's industry has grown to over 180 wineries, concentrated not only in the Niagara Peninsula, Prince Edward County and Lake Erie North Shore, but also in emerging regions of the province that have only recently been developed in counties such as Dufferin, Simcoe, Norfolk and Huron Bruce as well as Georgian Bay, Peel Region, and close to the nation's capital, Ottawa. These wineries rely upon the increasingly high-quality grapes produced in the province's 18,000 acres of specialty farmland. Economic clusters have formed in these rural regions based on an extensive complement of industries that support both winemaking and grape growing. Thousands of Ontarians are employed by the agriculture, food and beverage, hospitality, tourism, education and research sectors as a result of the local wine industry. Annually, the Ontario VQA industry contributes well in excess of \$2 billion to the province's economy and supports over 11,000 direct and indirect jobs.

Ontario is known as a cool-climate, wine-producing region with a unique "terroir" producing premium, high-quality wines capable of competing on the world-stage. In 2020, an Ontario VQA Chardonnay was internationally recognized as the world's best chardonnay. This international recognition demonstrates that Ontario's wine industry has come a long way in a short period of time.

The OCW is proud to be at the forefront of the Ontario's wine and grape industry's evolution into a world class wine region. We are grateful to our governments and all of our industry partners for their support and look forward to our continued collaboration in the future.

Ontario Craft Wineries Year in Review

State of the Ontario VQA Wine Industry

The Ontario VQA wine industry continued to focus its sales efforts this past year on cellar door, online and at the LCBO and in grocery. With mass vaccination efforts in full swing across Ontario, the second year of the pandemic saw health restrictions loosen and consumer patterns shifting. Overall, wine's share of the Ontario beverage alcohol market remained essentially flat.

While the start of the year accounted for a disproportionate share of wine volume, those volumes declined through the remainder of the year. Wine lost share to Beer and "Ready to drink" and then to Spirits as the year continued. The lost share through 2021 appears to be closely tied to a loosening of pandemic restrictions. Based on internal data from our marketing partners, this finding is correlated with a decrease in socially distanced consumption (i.e. in home, alone/with a spouse) and a return to social or on-premise occasions. It can also be attributed to wine as a category staying "stuck" in the more passive, home-focused pandemic drinking occasions and struggling to return to more social, out-of-home occasions it previously excelled at in 2019.

Across all alcohol types, online sales have grown since the beginning of the pandemic, including for wine. This continues to be an opportunity for local wineries to develop niche segments and develop new consumers. This also has the advantage driving incremental volume for the Ontario VQA wine industry without cannibalizing existing channels. While winery retail sales did decrease by volume (-7.7%) and value (-3.8%) over fiscal year 2021, it is important to note that wine saw record sales during the first year of the pandemic, which alters our comparisons. Furthermore, with the licensee channel stabilizing, with a return to on-premise dining, wineries reported increased sales in this important channel, which is a bright spot for our winery members. We expect this trend to continue, with a homecoming to pre-pandemic sales levels.

In sum, VQA wines increased +0.2% by volume and +1.3% by value through all channels in fiscal year 2022 over 2021. It is critical as an industry that we continue to integrate our efforts and capitalize on opportunities to support and facilitate the marketing of VQA wines by the Wine Marketing Association of Ontario - thereby helping to drive a customer preference for the "home team". The pandemic has seen a huge increase in the importance of local, and this remains true in 2022 with an even further acceleration of its importance. To ensure momentum, we must continue to support brand visibility to ensure VQA is top of mind across all age groups and genders.

VQA Wine Sales in Ontario	FY2022	% Growth Over FY2021
LCBO, WRS, and Licensee to Mar. 31, 2022		
Value (net of HST) (\$000)		
LCBO - Wines and Vintages	\$180,255	-2.6%
Direct Sales to Licensees	\$36,120	84.4%
WRS - Onsite & Offsite	\$170,333	-3.8%
Total	\$386,708	1.3%
Volume (000 L)		
LCBO - Wines and Vintages	10,417	-3.4%
Direct Sales to Licensees	2,211	85.3%
WRS - Onsite & Offsite	7,309	-7.7%
Total	19,937	0.2%
Value per L (net of HST)	\$19.40	-1.0%

Source: LCBO Quarterly Scorecard Summary, Fourth Quarter, 2021-2022

The Ontario Grape and Wine Industry Performance Study

The seventh annual Ontario Grape and Wine Industry Performance Study (2021) conducted by the Ontario Ministry of Agriculture, Food and Rural Affairs was finalized earlier this year. In previous years it was administered by the Ontario Wine Appellation Authority and conducted by Deloitte. This year's study provides a general overview of the state of the industry based on a comprehensive study of active wineries. Similar to previous years, wineries were asked to rank the top five challenges impacting their business. Taxation, profitability, rising input, labour and land costs, government regulation and cost of compliance and gross margins on sales through the LCBO were the most frequently selected business challenges across all winery segments. The report continues to help inform policy discussions with the government. OCW will advocate to resume the study with a third-party provider in 2023.

Government Advocacy

Looking back over the past five years, OCW has made progress towards the Ontario VQA wine industry's objective of a tax and regulatory environment that supports the financial viability of its members and the industry more broadly. But what has been accomplished is only a down payment on the structural changes required that would benefit all the stakeholders in the Ontario wine eco-system. The north star for the OCW would be a regulatory environment that is compatible to a business model and creates the market conditions for grape growers, vintners, retailers and consumers to each achieve successful outcomes.

This past year, OCW met regularly with members of the federal and provincial governments, the LCBO, the AGCO and industry stakeholders to ensure continual dialogue on the priorities of our membership. The OCW identified and advocated on the following government policy priorities this past year:

Establish Wine Support Program to Replace Excise Duty Exemption

- ◆ In Budget 2021, the federal government committed \$101 million over 2 years (2022-2024) to develop a wine support program to address the pending loss of the excise exemption.
- ◆ A wine support program that is sufficiently funded would ensure that every winery in Ontario remains "whole" and that all 100% Ontario wine inventory is exempt from excise duty.
- ◆ A wine support program extension beyond the announced 2-year timeframe would also enable investment and innovation at a time when wineries are rebounding from the pandemic.

Uncap the VQA Wine Support Program

- ◆ A fully funded, revamped and permanent VQA Wine Support Program would bring Ontario's industry supports in line with British Columbia. It would encourage investment in the local Ontario industry, similar to what has been experienced in B.C. and provide stability and permit adequate long-term business planning for Ontario wineries and growers.
- ◆ An uncapped VQA Support Program would also drive domestic investment in promotion and marketing at the LCBO, leading to improved market share for our domestic industry.

Eliminate the 6.1% Basic Wine Tax Charged on VQA/100% Ontario Grown Wines

- ◆ This tax punishes smaller wineries that sell their own wine at their own wineries where the LCBO plays no role. No other retail product pays this type of tax. Simply put, it is a tax on tourism and the family farm.
- ◆ Eliminating it would help small wineries hire staff to help sell even more of their high-quality wine.

Reconvene the Government Grape and Wine Secretariat

- ◆ Reconvening the Grape and Wine Secretariat would strengthen the collaboration between the government and our sector, and create opportunities for a new provincial strategy that produces a favourable environment for the local industry.
- ◆ The Grape and Wine Secretariat would also help address key issues facing the grape and wine industry to create long term growth with measurable targets and improved margins for grape growers and wineries at the farmgate and in wholesale channels.

Economic benefits to the province: increasing sales of Ontario-grown wine generates the highest added value to Ontario's rural economies. As value-add agriculture, every 1% increase in market share for VQA wine sold through the LCBO represents 1.97 million bottles of additional sales, 2,000 tonnes of additional Ontario grapes, and 400 new jobs, with an economic benefit of \$85 per bottle, or \$168 million in economic activity (Frank, Rimerman + Co. LLP, 2017).

Over the past year, the OCW membership met with the following government partners:

- ◆ Honourable Marie-Claude Bibeau, Minister of Agriculture and Agri-Food, Canada
- ◆ MP Chris Bittle, Parliamentary Secretary to the Minister of Canadian Heritage
- ◆ MP Vance Badawey, Parliamentary Secretary to the Minister of Indigenous Services
- ◆ Honourable Lisa Thompson, Minister of Agriculture, Food and Rural Affairs
- ◆ Honourable Peter Bethlenfalvy, Minister of Finance
- ◆ Honourable Prabmeet Singh Sarkaria, President of the Treasury Board
- ◆ Honourable Lisa MacLeod, Minister of Heritage, Sport, Tourism and Culture Industries
- ◆ Honourable Todd Smith, Minister of Energy
- ◆ Honourable Nina Tangri, Associate Minister of Small Business and Red Tape Reduction
- ◆ MPP Deepak Anand, Parliamentary Assistant to the Minister of Labour, Training and Skills Development
- ◆ MPP Toby Barrett, Parliamentary Assistant to the Minister of Agriculture, Food and Rural Affairs
- ◆ MPP John Fraser, Vice-Chair, Standing Committee on Regulations and Private Bills
- ◆ MPP Wayne Gates, Critic, Workplace Health and Safety; Training, Trades and Apprenticeships
- ◆ MPP Ernie Hardeman, Chair, Standing Committee on Finance and Economic Affairs
- ◆ MPP Sam Oosterhoff, Parliamentary Assistant to the Minister of Education
- ◆ MPP Michael Parsa, Parliamentary Assistant to the Minister of Finance
- ◆ MPP Mike Schreiner, Vice-Chair, Standing Committee on General Government

OCW met with and actively worked alongside the following groups this past year:

- ◆ Drinks Ontario
- ◆ Food and Beverage Ontario
- ◆ Grape Growers of Ontario
- ◆ Greater Niagara Chamber of Commerce
- ◆ Ontario Chamber of Commerce
- ◆ Ontario Craft Brewers
- ◆ Ontario Craft Cider Association
- ◆ Ontario Craft Distillers Association
- ◆ Ontario Wine Appellation Authority
- ◆ Wine Marketing Association of Ontario
- ◆ Wine Growers Canada
- ◆ Wine Growers Ontario
- ◆ Regional, municipal and local governments



Ontario Craft Wine Conference & Trade Show



Now in its fourth year, the OCW held its annual Ontario Craft Wine Conference (OCWC) – an event for the Ontario wine and grape industry – on Tuesday, April 5 and Wednesday, April 6. The conference was once again challenged by restrictions around COVID-19, and after great consideration by the Planning Committee, it was decided to host the conference virtually. With every challenge comes opportunity, and as such, we were able to welcome speakers that would not have been available to present in-person.

Many thanks to committee members, Ed Madronich, Suzanne Janke, Sue-Ann Staff, Matt Gale, J.J. Syer, OCW staff and BoostPR, who dedicated countless hours and efforts to produce another educational and engaging

conference for our industry. OCWC22 welcomed over 250 registrants under the banner theme, “Let’s Get Growing” with topics ranging from sustainability, sales & marketing, human resources to bottling and vineyard pest control. Keynote speakers, Eugenia Keegan, Jackson Family Wines, Oregon, and Geoff Labitzke, Kistler Vineyards, California, provided thought-provoking and insightful presentations and generated deep discussion on the future of our industry.

The conference was made possible by the support of 14 sponsors and industry trade partners. Their continued support of the OCWC is greatly appreciated. This year, OCW donated a portion of proceeds from tickets revenues totaling \$2,000 to Vinequity for their scholarship program. Vinequity is a not-for-profit organization working to build equitable opportunities for Canadian BIPOC wine professionals.

The OCWC is an important event for our industry to network, collaborate and learn, and we look forward to seeing everyone in person at OCWC23.

Respectfully,

Stephen Gash

Chair, 2022 Ontario Craft Wine Conference & Trade Show

OCW Webinar Series

The OCW continues to host webinars throughout the year that educate and inform winery members on relevant industry topics. This past year, OCW hosted webinars that ranged from new legislation regarding changing laws for business owners in Ontario, to sessions relating to protecting your business and staff during COVID-19, to working collaboratively with the LCBO. OCW continues to work closely with outside businesses, particularly our trade members, who are leaders in these topics to present educational webinars to our winery membership. This series is a value-add to membership and wineries are encouraged to participate in these highly informative presentations.

Sustainable Winegrowing Ontario Certified

It has been an honour and pleasure to work with the Sustainable Winegrowing Ontario Certified Committee over the past year, and also an exciting one, as 2021 saw the evolution of 'grape to bottle' certification become a reality. This new certification collectively recognizes the environmentally sustainable practices implemented by winemakers and grape growers in Ontario and further demonstrates our industry's commitment to environmental stewardship and climate action, while ensuring that our land and businesses remain healthy and viable for future generations.

It is always so important to remember that Sustainable Winegrowing Ontario Certified is built around the three core pillars of sustainability – Environment, Community **and** Economy. Practices within these pillars reflect how SWO Certified wineries and growers are invested in respecting our natural resources, committed to social responsibility and building sustainable businesses. 2022 promises to be another exciting year with a review of the survey planned to be able to provide valuable benchmark quantitative data to wineries and growers as well as discussions of a mentorship program to assist new wineries and growers being onboarded into the program. Both will provide an opportunity to share best practices on a regular basis.

The committee is also proud to share that they have been working hard to raise the profile of the certification program with the launch of a new consumer website, www.sustainablewinegrowingontario.ca, along with regular monthly posts on Facebook, Twitter, LinkedIn and Instagram. Furthermore, in collaboration with the Wine Marketing Association of Ontario and LCBO, wineries who produce certified wines were also featured in educational video segments highlighting their sustainable practices. And of course, consumers can now easily identify certified wines by looking for the new Sustainable Winegrowing Ontario Certified logo on Ontario VQA wine bottles starting with the 2021 vintage.

With thanks and appreciation for the opportunity to serve as chair,

Sincerely,



Andrea Kaiser

Committee Chair, Sustainable Winegrowing Ontario Certified



2021 Sustainable Winegrowing Ontario Certified wineries:

- ♦ 13th Street Winery
- ♦ Andrew Peller Limited
- ♦ Cave Spring Vineyard
- ♦ Château des Charmes
- ♦ Creekside Estate Winery
- ♦ Ferox Estate Winery
- ♦ Flat Rock Cellars
- ♦ Henry of Pelham Family Estate Winery
- ♦ Hidden Bench Estate Winery
- ♦ Icellars Estate Winery
- ♦ Malivoire Wine Company
- ♦ Niagara College Teaching Winery
- ♦ Oxley Estate Winery
- ♦ Pelee Island Winery & Pelee Island Winery Pavilion
- ♦ Peller Estates
- ♦ Pillitteri Estates Winery
- ♦ Reif Estate Winery
- ♦ Southbrook Vineyards
- ♦ Stratus Vineyards
- ♦ Strewn Winery
- ♦ Thirty Bench Wine Makers
- ♦ Trius
- ♦ Vineland Estates Winery
- ♦ Wayne Gretzky Estates

OCW Trade Membership

OCW's Trade Membership program continues to be a valuable addition to the OCW, as it aims to benefit OCW members and local businesses by connecting wineries with suppliers that offer products and services to the wine industry. Trade members range from business consulting services, event planning, financial services, insurance, law, manufacturing, to printing and promotional services, retail suppliers, warehousing and logistics and software companies. Winery members are encouraged to take advantage of the offerings presented by our trade membership.

2022 Ontario Craft Wineries Trade Members

Business Consulting

Accelerated Payments
www.acceleratedpayments.com

DJB Chartered Professional Accountants
www.djb.com

Flowmation Systems Inc.
www.flowmation.com

Last Call Analytics
www.lastcallanalytics.com

MNP LLP
www.mnp.ca

NuVerge, Canada
www.nuverge.com/leanvintner

SWIG – Spirits Wine Information Company
www.spiritswineinfo.com

Vintrace
www.vintrace.com

Event Planning

Efex Marketing
www.efexmarketing.com

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

Financial Services

TD Commercial Banking
www.tdcommercialbanking.com

Desjardins Business Agriculture
www.desjardins.com/ontario

Industrial Services / Supplies

Dubois Agrinovation
www.duboisag.com

Newark Bottling Inc.
www.newarkbottling.com

PaxNatura Limited
www.pax-nat.com

Insurance Services

Beverage Protect Powered by BKIFG
www.beverageprotect.com

Reuter & Reilly Insurance Brokers
www.reuter.on.ca

Signature Risk
www.signaturerisk.com

Law

Sullivan Mahoney LLP
www.sullivanmahoney.com

Manufacturing

A.O. Wilson
www.aowilson.ca

Claymore Design & Construction
www.claymoredc.com

Jane's Packaging Inc.
www.janespackaging.com

Lakeview Vineyard Equipment
www.lakeviewvineyardequipment.com

Saxco International
www.saxco.com

United Bottles & Packaging
www.unitedbottles.com

Printing / Design / Office Supplies

Artcraft Label Inc.
www.artcraftlabel.ca

ASL Print FX Ltd.
www.aslprintfx.com

Minuteman Press
www.st-catharinesio.minutemanpress.ca

The Printing House
www.tph.ca

Retail Supplies

Rosehill Wine Cellars
www.rosehillwinecellars.com

Zenan Glass
www.zenan.ca

Warehousing & Logistics

Fil Delivery Inc.
www.fildelivery.com

GLS Logistics Systems

Canada Inc
www.gls-canada.com

PigeonShip
www.pigeonship.com

Swiftpost
www.swiftpost.com

TIMAX
www.timax.com

*The Ontario Craft Wineries would
like to acknowledge our long standing members:*

40+ Years

Reif Estate Winery ♦ 40, since 1982

30+ Years

Pelee Island Winery ♦ 38, since 1984

Cave Spring Vineyard ♦ 36 years, since 1986

Stoney Ridge Estate Winery ♦ 35 years, since 1987

Henry of Pelham Family Estate Winery ♦
34 years, since 1988

Konzelmann Estate Winery ♦ 34 years, since 1988

Marynissen Estates Winery ♦ 31 years, since 1991

Southbrook Vineyards ♦ 31 years, since 1991

Joseph's Estate Wines ♦ 30 years, since 1992

25+ Years

Sunnybrook Farm Estate Winery ♦ 29 years, since 1993

Hernder Estate Wines ♦ 26 years, since 1996

20+ Years

Strewn Winery ♦ 25 years, since 1997

Royal DeMaria Wines Company Ltd. ♦
23 years, since 1999

Kacaba Vineyards ♦ 22 years, since 2000

Harbour Estates Winery ♦ 22 years, since 2000

Malivoire Wine Company ♦ 22 years, since 2000

Puddicombe Estate Winery ♦ 20 years, since 2001

Lailey Winery ♦ 20 years, since 2002

Riverview Cellars Winery ♦ 20 years, since 2002

Rockway Vineyards ♦ 20 years, since 2002

15+ Years

Caroline Cellars ♦ 19 years, since 2003

Grange of Prince Edward Vineyard & Winery ♦
19 years, since 2003

Niagara College Teaching Winery ♦ 19 years, since 2003

Palatine Hills Estate Winery ♦ 19 years, since 2003

Waupoos Estates Winery ♦ 19 years, since 2003

Flat Rock Cellars ♦ 18 years, since 2004

Ridgepoint Wines ♦ 18 years, since 2004

Stratus Vineyards ♦ 18 years, since 2004

Willow Springs Winery ♦ 18 years, since 2004

13th Street Winery ♦ 17 years, since 2005

Fielding Estate Winery ♦ 17 years, since 2005

Huff Estates Winery ♦ 17 years, since 2005

Colchester Ridge Estate Winery ♦ 16 years, since 2006

Frogpond Farm Organic Winery ♦ 16 years, since 2006

Mastronardi Estate Winery ♦ 16 years, since 2006

Tawse Winery ♦ 16 years, since 2006

Sprucewood Shores Estate Winery ♦ 15 years, since 2007

Muscedere Vineyards ♦ 15 years, since 2007

Rosehall Run Vineyards ♦ 15 years, since 2007

Hidden Bench Estate Winery ♦
15 years, since 2007

Black Prince Winery ♦ 15 years, since 2007



ONTARIO
CRAFT
WINERIES

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*Images for the OCW Annual Report provided by Oxley Estate Winery
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