



Elevating Virginia Wines

Virginia Wineries Association

Annual Meeting & Conference

November 1-2, 2023

Omni Hotel • Charlottesville, Virginia

As a sponsor of the VWA Annual Meeting & Conference, your company's name and logo will be showcased as an integral part of this event. In addition to receiving complimentary registration for one attendee, your company logo will appear in the Conference Program, event signage, inclusion of giveaways and promotional materials in attendee gift bags, and in conference related emails. Sponsorship requests will be honored in the order received, so don't delay...SPONSOR TODAY!

Sponsorship Opportunities

- Wednesday Breakfast Sponsor **\$1,000**
- Wednesday Lunch Sponsor..... **\$1,200**
(includes 5 minutes to speak to VWA membership during lunch)
- Wednesday Reception Sponsor..... **\$1,500**
- Thursday Breakfast Sponsor **\$1,000**
- Thursday Lunch Sponsor..... **\$1,200**
(includes 5 minutes to speak to VWA membership during lunch)
- Technology Sponsor **\$1,000**
(includes your company ad displayed during breaks)
- Full page ad on program inside front cover..... **\$500**
- Full page ad on program back cover..... **\$500**
- Exhibitor bingo prize **\$500**

Sponsorship requests will be honored in the order received, so don't delay ... SIGN UP TODAY!

Exhibitor Info

As an exhibitor of the VWA Annual Meeting & Conference, your company's name and logo will be showcased as an integral part of this event. In addition to receiving complimentary registration for two attendees, one 6' draped table & two chairs, ½ page ad in the Conference Program, company logo on event signage, inclusion of giveaways and promotional materials in attendee gift bags, and in conference related emails. Exhibitor booths will be assigned in the order received, with 25 total available, so don't delay...SIGN UP TODAY!

Set-up is available after 6:00pm on Tuesday, October 31st or on Wednesday morning beginning at 7:00am and tear-down is at the conclusion of Thursday's agenda at 3:00pm.

- Members **\$1,200**
- Non-Members **\$1,400**



AGENDA *Topics/Speakers are subject to change

Day 1 – November 1, 2023

8:00 AM

Registration Open, Visiting with Exhibitors, Breakfast

9:00 AM – 9:05 AM

KICK OFF

9:05 AM – 9:35 AM

Marketing Update
Annette Boyd, Wine Marketing Office

9:35 AM– 10:30 AM

Social Media Panel Discussion
Moderator Katie Conner, Virginia Tourism Corporation

10:30 AM– 11:00 AM

Industry Updates

11:00 AM – 11:30 AM – VWDC

Update

11:30 AM – 12:30 PM

Lunch

12:30 PM – 1:00 PM

Annual Membership Meeting

1:00 PM– 2:30 PM

OSHA Panel Discussion, Moderator *Patricia Hughett, GHT Insurance Services*
Panelists: *Marta Fernandes, VA Dept of Labor and Industry; Jim Carpenter, Eastern Alliance; Jeremy Rouse, OSHA*

2:30 PM – 2:45 PM

Break

2:45 PM – 4:45 PM

Regulation & Rules Round Up – FDA/VDACS Nutritional Labeling
Mary Beth Williams, President, Williams Compliance & Michael Kaiser, Executive VP & Director of Government Affairs, Wine America

5:00 PM – 6:30 PM

Awards Reception

6:30 PM

Dinner on your own

Day 2 – November 2, 2023

8:30 AM

Registration Open, Visiting with Exhibitors, Breakfast

9:00 AM – 10:00 AM

The Secret (Chemical and Sensory) Life of Red Wine Mouthfeel Components
Dr. Federico Casassa, Professor of Enology & Sensory Analysis, California Polytechnic State University

10:00 AM – 10:45 AM

Panel Discussion

10:45 AM – 11:00 AM

Break

11:00 AM – 11:45 AM

Governor’s Cup Case Tasting & Discussion: White Wines

11:45 AM – 12:45 PM

Lunch

12:45 PM – 1:45 PM

An Exploration of Phenolics in Red Wines: Chemical and Sensory Effects of Selected Winemaking Techniques
Dr. Federico Casassa, Professor of Enology & Sensory Analysis, California Polytechnic State University

1:45 PM – 3:15 PM

Governor’s Cup Case Tasting & Discussion: Red Wines

3:15 PM

Closing Remarks



A room block has been reserved at the [Omni Hotel Charlottesville](#) for the nights of Tuesday, October 31st and Wednesday, November 1st. To receive your discounted rate of \$189 please click [HERE](#) to reserve.

The room block rate is available until Tuesday, October 3, 2023 or until the block is sold out, whichever comes first.

CONFERENCE ATTENDEE REGISTRATION INFORMATION

	MEMBER	NON-MEMBER
Day One	\$150	\$175
Day Two	\$150	\$175
Both Days	\$275	\$325

Interested in joining a group for dinner on Wednesday evening (group reservations will be made based on interest)

Name: _____

Company/Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ E-mail: _____

Website: _____ Date: _____

Full payment must accompany registration. No refunds will be given after Wednesday, October 25th; substitutions are acceptable. To pay by credit card, [click here](#) to register online.

For any questions, please contact Christina Sandridge at (434) 326-9815 or director@vawine.org.