

San Diego Bay Wine & Food Festival

November 19 & 20, 2010

Winery/Brewery/Spirits Registration Fact Sheet

The San Diego Bay Wine & Food Festival is an international showcase of the world's premier wine, beer, & spirits producers, chefs and culinary personalities. Now in its seventh year, the festival has quickly grown into a world-class wine and culinary extravaganza. The five-day festival features wine tasting seminars, cooking classes by nationally recognized award-winning chefs and local culinary celebrities, an elegant Friday evening Reserve/New Release Tasting & Silent Auction, and a Saturday star-studded Grand Event.

Required Events for each Winery, Brewery, or Spirit purveyor:

Reserve Tasting & Silent Auction: 6:30 pm to 9:30 pm **Friday**, November 19

This event features your reserve, library selection, or barrel sample, as a silent auction benefiting the enology and culinary educational scholarship program of AIWF is conducted. Donations to this auction will reduce your exhibit fees. Each participant shares an 8ft. Table. Product: 6-8 bottles per varietal, one to two varietals (800 attendees)

Trade Tasting: 11:00 am to 4:00 pm **Saturday**, November 20

This is a limited event is for buyers, chefs and other trade and invited media. The Trade Tasting takes place one hour prior to the general admission gates opening at the Grand Event. Location: Embarcadero Park North. Product: 4-6 bottles per varietal

The Grand Event: 12:00 pm to 4:00 pm **Saturday**, November 20

A San Diego bayside tasting and epicurean experience presenting over 160 wineries, spirits, and more than 70 of San Diego's best restaurants and specialty foods. Product: 8-12 bottles per varietal (5,000 attendees)

All events start on time. We require that you are set up and ready to pour/serve at least 30 minutes ahead of scheduled start times. Late arrival may result in exclusion from the event.

Auction Donation(s):

Auction donations benefit AIWF (American Institute of Wine and Food), a 501(C)3 nonprofit. Auction donations must be received by October 22, 2010 to qualify for the discounted registration fee. **Auctions items not received by this date will result in an additional \$250 table fee, which must be paid prior to exhibiting.**

Cancellation Notices:

Must be in writing and received by June 1, exhibitors will receive a full refund minus \$45 handling fee; by July 1, 2010 a 50% refund; after July 1, 2010 no refund. Refunds will not be issued if you arrive late and are prohibited from setting up for the any of the events.

Badges/Tickets/Program listing:

The Reserve Tasting and Grand Event:

Participating wineries are allowed up to two (2) badges per paid exhibit space at no charge and are allowed to purchase an additional two (2) badges for \$60 each for the festival. Up to four (4) additional festival tickets for clients may be purchased for 40% off listed prices for each of the Reserve Tasting and/or the Grand Event. You will receive one program listing per registration (note: no monetary value is assigned to program listing).

Optional Events for Winery:

See Promo Opportunities attached

You supply:

- Head shot and bio of winemaker or winery owner/management (if attending event) for website
- Reserve or new release wine/spirits for Friday night Reserve Tasting (4-6 bottles per varietal)
- Wine/beer/spirits for trade tasting (recommend 4-6 bottles of wine per varietal)
- Wine/beer/spirits for Saturday's Grand Event (8-12 bottles wine per varietal – expected attendance 5,500)
- Large format bottle(s), library, or vertical case, dinner with winemaker for auctions.
- If you are hosting a wine dinner or class, additional wine will be required.
- All wine or food is donated and you are responsible to get your product to each event unless other arrangements have been made with event management. We are not responsible for missing wine or product at the event; your product is your responsibility.

We supply:

- Signage for winery/brewery/spirit company
- Six-foot plastic covered table for Grand Event; shared eight-foot linen covered table for Reserve Tasting
- Company listing in tasting program and on Festival Web site (see Promotional Opportunities)
- Glasses
- Plates and disposable utensils, napkins
- Ice and holding containers where requested
- Water
- Your customers

San Diego Bay Wine & Food Festival

Winery/Brewery/Spirits Registration – Part 1

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Rates with Auction Donation of large format bottle, library, or vertical case (*fill out donation form- Part 2, pg. 3*)

- Event Fee:** **\$425** Per table before September 17, 2010
 \$525 Per table after September 17, 2010

Rates without Auction Donation

- Event Fee:** **\$675** Per table before September 17, 2010
 \$750 Per table after September 17, 2010

Electrical Outlet

One 110 volt electrical outlet

- \$65** Before September 17, 2010
 \$95 Before November 1, 2010
 \$145 After November 1, 2010

Premium Promotion Package:

- \$1,250** Before October 22, *Includes the following*
- Full page, four color ad in official event program
 - Logo or label listing in official event program
 - Feature in e-broadcast to 20,000 food & wine enthusiasts
 - Insert into 600 VIP gift bags

Program Listing (*listing is free; please fill out section below*)

- \$50 Logo/Label** added to Directory Listing
 \$550 1/2 page ad B&W (ADD \$100 for Color)
 \$900 full-page ad B&W (ADD \$100 for Color)

Payment/Cancellation Policy:

Payment: In order to receive the early signup discount, payment must be received by discount date.

Cancellation Notices: Must be in writing and received by June 1, exhibitors will receive a full refund minus \$45 handling fee: by July 1, 2010 a 50% refund; after July 1, 2010 no refund

Contact information:

Company _____ Contact _____
 Address _____ City _____ State _____ Zip _____
 Phone _____ Fax _____ Email _____
 Attendee _____ Title _____
 Web address _____

Please tell us how you would like to be listed in the festival program:

Same as above

Company _____
 Address _____ City _____ St _____ Zip _____
 Phone _____ Web address _____

Please fax or mail this registration form with your fee to:

San Diego Bay Wine & Food Festival
 7556 Trade Street, San Diego, Ca 92121
 858-578-9463 /FAX 858-578-9462

Exhibit Space Subtotal

Quantity	Total Fee
_____	_____

Electrical Subtotal

Quantity	Total Fee
_____	_____

Promotion / Program Subtotal

Type	Total Fee
_____	_____

Total Fees

Total Fee	_____
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By filling out this form you agree to the terms and conditions listed in the 2010 Registration Fact Sheet and Promotional Opportunities.

Payment

Fee enclosed \$ _____ Date _____ Check, or _____ credit card (MC, Visa, Amex)

Credit Card # _____ Exp date: _____ Security code _____

Signature _____

San Diego Bay Wine & Food Festival

Winery/Brewery/Spirits Registration - Part 2

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Charity Auction Form

- Yes, we want to take full advantage of participating in the San Diego Bay Wine & Food Festival and we will donate the following auction item(s) below, according to the terms of the Winery/Brewery/Spirits Registration Fact Sheet:
- We cannot attend the San Diego Bay Wine & Food Festival this year, however, would like to donate the following to the auctions and be listed in the event program:

Donations*:

Description of Large format bottle(s), library or vertical case(s): _____

_____ \$_____ Value

In addition to your bottle donation(s), wineries may choose to add any of the following:

- Private tasting tour & lunch with winemaker for ____ persons: \$_____ Value
- Private tasting tour & dinner with winemaker for ____ persons: \$_____ Value
- Overnight stay at winery & tasting tour for _____ persons: \$_____ Value
- Other _____ for ____ persons: \$_____ Value

***Note:** The festival offers wineries/breweries/spirits a \$250 exhibit discount for auction donations. Auction donations are tax-deductible and benefit the American Institute of Wine and Food (AIWF), a nonprofit 501(c)3 corporation, with their efforts to fund culinary and enology scholarships. Please refer to the attached Winery/Brewery/Spirits Registration Fact sheet (pg 1) and Registration Form (pg 2) for information regarding auction donation(s) and your registration fee.



Please List the wines you are pouring at Friday's Reserve Tasting:
(Limited to 2 wines of Reserve, Library Selection, Medal Winner, or Barrel Sample quality)

Winery information:

Company _____ Contact _____

Address _____ City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

Attendee _____ Title _____

Please fax this form to 858-578-9462
Please mail your donation by October 22, 2010 (wine or gift certificate) to:
San Diego Bay Wine & Food Festival
ATTN: AUCTION DONATION
7556 Trade Street
San Diego, CA 92121

San Diego Bay Wine & Food Festival

PROMOTIONAL OPPORTUNITIES

Put the spotlight on your brand at this year's Festival with these attention grabbing promotional opportunities. Don't miss out on your chance to capture the taste buds of over 9,000 key influencers including wine and food enthusiasts, hundreds of chefs and wine buyers, winemakers, retailers, and media – all present at this year's Classes, Reserve Tasting, and Grand Event!

Promotional opportunities include:

- | | |
|--|---|
| <input type="checkbox"/> COOKING CLASSES | <input type="checkbox"/> AIWF CELEBRITY LUNCHEON & LIVE AUCTION |
| <input type="checkbox"/> WINETASTING CLASSES | <input type="checkbox"/> FREE DIRECTORY LISTING |
| <input type="checkbox"/> WINEMAKER DINNERS / LUNCHEONS | <input type="checkbox"/> DIRECTORY ADVERTISING |
| <input type="checkbox"/> FESTIVAL SPONSORSHIP | <input type="checkbox"/> WINERAVE |

Descriptions on these promotional opportunities follow below.

If you are interested in any of these options there are TWO easy ways to get started:

- 1) Fill out the bottom of this form and a representative will call to answer any questions you may have or
- 2) Contact us directly at 858-578-9463 or by email at crocker@fastforwardevents.com

Cooking Classes:

From national celebrity chefs to local, award-winning culinary stars, the San Diego Bay Wine & Food Festival takes great pride in building a fun and informative series of cooking classes for event attendees. We feature one winery in each class, partnering winemaker with chef for a unique tasting and educational experience. For gourmet food companies, cooking classes also present a great opportunity for product sponsorship, integrating your brand in classes, signage, course instruction and sampling.

Wine Tasting Classes:

Trendsetters and legends unite in the Festival's series of wine tasting classes. Opportunities exist for wineries to have their winemaker as part of a panel discussion, or have your wines featured in one of the classes. Prior topics have included: Napa AVA Panel Discussion led by Master Sommelier Joseph Spellman, Paso Robles Taste Tour and Panel Discussion led by Master Sommelier Bob Bath, Simply Sensational Syrah led by winemaker Kerry Damskey, and many others.

Winemaker Dinners and Luncheons:

With over 60 restaurants and star chefs participating in the Festival numerous opportunities exist for winemakers to set up dinners and luncheons while in town for the event. The Festival supports the marketing of this effort by promoting all dinners and luncheons on the web site and encouraging all attendees to take part in these dinners through our scheduled program. Wineries interested in setting up a dinner or luncheon should contact one of the restaurants participating in the event, determine a date, menu and price, and then contact Festival management with the details. We will then publish your dinner or luncheon on our website.

Festival Sponsorship:

There are more than 40 different types of sponsorship opportunities available at the 2010 Festival with a wide variety of exposure levels and price points to meet every marketing budget. Contact Festival Management at 858-578-9463 for a complete sponsorship deck or download it from the official website at www.worldofwineevents.com. Do you have an idea for sponsorship that you don't see in our deck? Let us know! We also work closely with our sponsors to build programs that directly meet their market objectives while keeping in line with the needs of their budget. Past sponsors have included BMW, Southwest Airlines, Nestle Water, World Market, Union Bank of California, Mondavi Wines, Viejas Entertainment, Marriott Hotels, Cox, Stella Artois, Westfield, Macy's, Chesapeake Fish Co and over 40 others!

Promotional Opportunities continued,

WineRave:

Back by popular demand the San Diego WineRave turns up the volume for up and coming wine enthusiasts. Featuring 25 of the event's edgiest (and energetic!) wines and spirits on Wednesday, November 17 from 7:00 p.m. - 10:00 p.m. at (TBA) in downtown San Diego. Last year's event had over 400 attendees, tray passed appetizers, and lots of music. If you are looking to attract an audience of eager-to-learn wine consumers, this is your crowd. This event is produced in partnership with a radio station.

Celebrity Chef Luncheon and Live Auction:

The AIWF Celebrity Chef Luncheon & Live Auction will feature 15 celebrity winemakers, owners (or other high-profile winery representatives) and a world-class menu prepared by nationally acclaimed chefs. Guests will dine at tables of 11-12, each table featuring one winemaker pouring favorites from their portfolio. A celebrity artist will be on-hand to serve as emcee of the event and will also host one table. Menu and winery selection will be posted after September 17, 2010. The Luncheon will culminate in a spirited live auction with jet-setting vacation packages, large format bottles, and one-of-a-kind items that are perfect for the serious wine and food enthusiast. Proceeds from the event's auction benefit The American Institute of Wine & Food's Culinary and Enology Scholarship program. To date, over \$150,000 has been awarded to AIWF who in turn fund deserving students from proceeds raised at auctions during the San Diego Bay Wine & Food Festival.

Festival Program & Directory:

The Program is distributed to all festival attendees over the course of the week, including members of the trade and media. As a festival participant, your listing is FREE, just fill out the directory information box on your exhibit space contract to guarantee your space. You may also upgrade your listing by adding a company or brand logo. Want to really stand out? Advertising in the directory is affordable with either 1/2- or full-page options available. See your exhibit space contract for rates. Note: Free listings do not carry any monetary value. Should your listing be inadvertently excluded in the program, no compensation will be assigned to the listing.

Advertising space is limited and will be placed on a first come, first serve basis. All reservations must be submitted no later than October 22, 2010. Advertising materials must be received no later than October 29, 2010 via email to crocker@fastforwardevents.com. Advertising space is confirmed once payment has been received. Please refer to the Advertisement Insertion Order form for mechanical requirements and deadlines.

PROMOTIONAL OPPORTUNITIES INTEREST FORM

Please fill out and fax to 858-578-9462

Contact Name: _____

Company Name: _____

Phone Number: _____ Email: _____

Please have Festival Management Contact me regarding the following:

- I am interested in having my product in Festival Cooking Classes
- I am interested in having my product in Festival Wine Tasting Classes
- I am interested in participating in a winemaker dinner or luncheon
- I am interested in learning more about Festival Sponsorship
- I am interested in WineRave
- I am interested in the Celebrity Chef Luncheon and Live Auction
- I am interested in directory advertising (orders can also be made by filling out the exhibit contract included in this package)