

CALIFORNIA WINE MONTH 2022 HONG KONG





CALIFORNIA WINE MONTH 2022

Exhibition & Tasting

140+ Promos

10M+ Social Reach

128M PR Reach

HK\$6.6M PR value

















SIPS OF SUMMER POPUP



SIPS OF SUMMER POP-UP

For Hong Kong to journey through California wines, this year's California Wine Month brought the city a special **pop-up store** that hosted an exhibition on the history of California wines for **two weeks**.

Dates: July 1-16, 2022 Location: The Wild Lot, Shop B, G/F 6-10 Shin Hing Street, Sheung Wan

In-store offerings:

- ★ **Guided tours** by trained docents for the exhibition
- ★ An array of California wines for purchase and sampling by local merchants exhibiting at our store
- ★ In-market wines submitted by member wineries shipped from California available for sampling while stocklists information were provided
- **★** Music in the Vineyards
- ★ California wine workshops





EXHIBITION

The Sips of Summer pop-up store curated an exhibition that represents important and significant events in the history of California wines, featuring wineries and winemakers that have made meaningful contributions.

The exhibition presented the years 1849 to date, from the Gold Rush era to Prohibition, post-Prohibition to the Judgment of Paris; an event that changed the wine world and established California's role as a world-class wine producing region, and innovative and sustainable efforts to date.













EXHIBITION













The exhibition is also exemplar of California's Golden State of Mind, defined by our brand pillars:

- ★ Boldness
- ★ Optimism and Inclusion
- **★** Innovation
- ★ Sustainability



WINE TASTING WORKSHOPS

Date: July 3, 2022

Speaker: Walter Kei

Short bio: A travel and food columnist, author, radio host and TV presenter.

Topic: Chinese food and California wines

pairing









WINE TASTING WORKSHOPS

Date: July 3, 2022

Speaker: Corinne Mui

Short bio: An award-winning wine & sake educator, writer and consultant. She holds a WSET Level 4 Diploma and has over 15 years' experience in specialist wine teaching for luxury hotels, casinos, airlines and wine traders. She is also one of the WSET certified educator training programme assessors in Asia.

Topic: California wines and Chinese food pairing











WINE TASTING WORKSHOPS

Date: July 4, 2022

Speaker: Cecilia Wong

Short bio: TV host and wine influencer

Topic: Introduction to California wines

Wines presented:

1)Orin Swift Mannequin 2019

2)Orin Swift Machete 2019

3) Robert Mondavi Winery Napa Valley Cabernet Sauvignon 2019

4) Robert Mondavi Winery Napa Valley Sauvignon Blanc 2019









ADVANCED SOMMELIER SERVICE

Our advanced sommelier Reeze Choi, one of the most sought-after sommeliers in Asia, was stationed at our store during weekends when there was most traffic. Reeze introduced wines submitted by member wineries to visitors and also provided professional wine service.

Profile:

16th of the 2019 Best Sommelier of the World Competition 1st runner-up of A.S.I. Asia-Oceania Best Sommelier Competition 2018









PARTNERS



Official glass sponsor



Official water sponsor





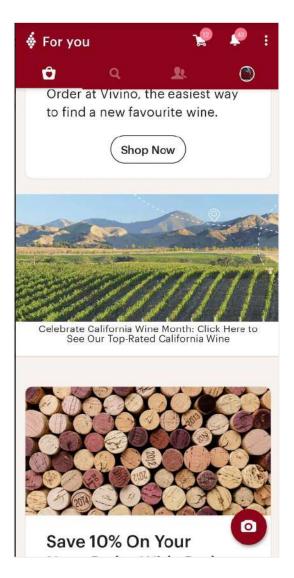


PARTNERS



We partnered with **Vivino** to offer local merchants the opportunity to list their wines on their platform while exhibiting at our pop-up store. This also means that wine info can be accessible by scanning the labels.

During the month of July, Vivino ran promotions on California wines, with a homepage feature on their App.









EXHIBITORS

A total of 8 merchants participated in our pop-up store to exhibit and sell their wines. Each presented a range of California wines to customers and created special prices specifically for our event days.

Exhibitors include:

- Watson's Wine
- **Links Concept**
- Wine Shop Asia
- Summergate
- Prime Cellar HK
- **CWS Fine Wines**
- **ASC Fine Wines**
- Thy Wine



























MULTIMEDIA PROMOTIONS



COMMERCIAL RADIO HONG KONG

CRHK @881903.com Facebook Live

Host: Rebecca Leung

Short bio: A prominent wine personality based in Hong Kong. She is a holder of the WSET Diploma. She writes her own wine blog "Wine is Beautiful" and has regular columns in many publications.

Reach: 197k followers

Links and views:

https://www.facebook.com/881903com/videos/43704940

1635951/ (5.5k views)

https://www.facebook.com/881903com/videos/74865487

6353368 (2k views)

https://www.facebook.com/881903com/videos/34938381

7349300 (3.6k views)

Advertising slot in prime time slot to promote Sips of Summer pop-up store (jingle) **1M reach**







RONNY LAU

Wine/Play Youtube channel Facebook Live

Host: Ronny Lau

Short bio: Esteemed wine author, columnist and Chairman of Hong Kong Wine and Spirits Writers Association

Reach: 2.6k Views: 463

Published on YouTube and Facebook

https://www.youtube.com/watch?v=bxCSQIT

Levc

Videos from this event Watch a previously live video from this event. 加州酒 大無畏 Ronny Lau 劉偉民 7 weeks ago - 463 views





BERNICE LIU

Wine & Dine with Bernice+1

Date: July 5, 2022 10:30pm

Short bio: An International tv/movie actor who has been producing wines as a hobbyist winemaker for over 10 years. Through her award-winning wines, Bellavizio, Bernice is known as a "travelling winemaker", and not only produces her own wine but also consults for various restaurant groups and private label projects. Her wine journey and love for wine started in Napa Valley.

Reach: 126k Views: 5.5K

Link: https://facebook.com/events/s/wine-dine-

all-things-in-betwee/798685884846733/









BUDMING

Budming

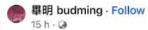
Wine writer, film critic, author

Engagement on social media, and an article on arts and lifestyle publication Madame Figaro

Reach: 270k+



budming 畢明



你有沒有誤會加州酒?

那天和朋友喝酒,忽然覺得,美國葡萄酒有點似 韓劇。

更準確是,加州酒有點像韓國演藝娛樂。

他對加州/Napa酒有偏見,像不少人對韓國演藝 娛樂的認知,仍停留在某種狹窄又過時的舊印象 之中。

他認為美國酒都比較「浮誇」,沒深度。不是紅葡萄酒太濃重,就是白葡萄酒一味 creamy 太多木桶。就像說韓劇韓片老是催淚婆媽、公式味精一樣,卻不知道又十多廿年過去,人家已經又再上層樓。很多韓片已在國際影展屢奪大獎,不少韓劇已超日趕美。

像有次我應邀飯聚,照例帶酒,朋友見了有點驚 詫,坦白說直情是失望,不好意思說出口而已, 卻都寫在臉上了。他們都對我帶的酒,慣性有點 期待,一心會有點驚喜,或產地特別,或酒莊有 他們不知道的故事,或喝出不一樣的景致。

偏偏那夜,我帶去的「不過是」美國加州酒,還 要是很常見的名字。那失望……是我預期的,哈 哈。

我問朋友們,你們是「喝過覺得不好喝,還是印象中覺得不好喝?這一瓶又喝過嗎?」果然,都







Series: #好好生活

Toga: 品酒 專欄 畢明

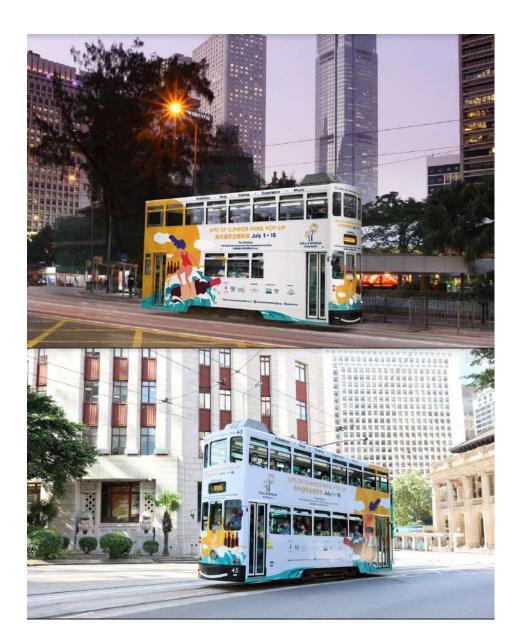
那天和朋友喝酒,忽然覺得,美國葡萄酒有點似韓劇。更準確是,加州酒有點像韓國演藝娛樂。他對加州酒/Napa酒有偏見,像不少人對韓國演藝娛樂的認知,仍停留在某種狹窄又過時的舊印象之中。

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大周敞影屏屏套十將,不小時周口恝口担羊

AA amadamefigaro.hk

TRAM & BUS SHELTERS



Tram - 1 tram for 4 weeks of advertising in the month of July

Bus shelters - 24 shelters on key districts in HK island including Central, Admiralty, Wanchai, and Causeway Bay for 2 weeks in July



MILL MILK



Youtube Subscribers: 419k

Likes: 1.6k Views: 59k

Link: https://youtu.be/N1bF6UjFDYg

Total reach: 520k +



MM MILL MILK





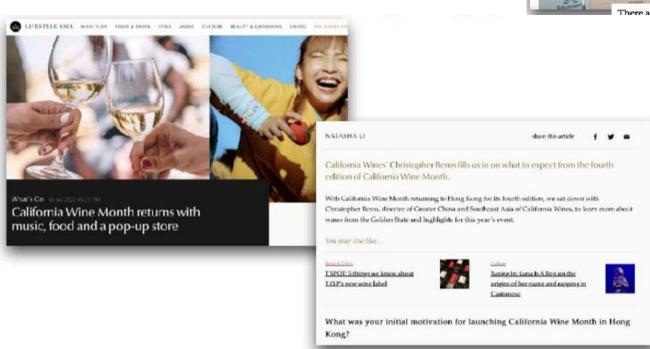
LIFESTYLE PUBLICATIONS

PRESTIGE | Lifestyle Asia

Online coverage

PrestigeOnline.com is the online lifestyle media of choice for the affluent and influential as well as among high-flying corporate leaders, the country's most eminent personalities, and Asia's social elite.

Reach: 3M





There are over 100 varieties across California, below of the most iconic grapes of California

tte's most widely planted grape. From unoaked and fruit-forward minerality to rich and toasty with vanilla and butter, the spectrum of aromas in California Chardonnay is as broad as the microclimates site is grown.

Pinot No

Pinot Noir's juicy cherry flavors and floral notes complement hints of earth and leather for a wine that is at turns delicate, rich, silky, subtle — and always intriguing. A cool-climate grape, it does exceptionally well in our breezy coastal regions.

infandel

Bold and rambunctious, Zinfandel can take your palate on an odyssey of flavor, from raspberry to black pepper, eloves and licorice. One of our oldest and most revered vines, we're proud to call Zinfandel our signature grape.



Wine & Dine / Everything You Need to Know About California Wine Month in Hong Kong



What can our readers expect when visiting the pop-up store?

To launch our pop-up store, renowned sommelier Reeze Choi will be onsite on the opening weekend (July 2-3) to introduce the wines available for sampling. Food columnist Walter Kei has also specially prepared a selection of delectable Cantonese bites to pair with the California wines we have on offer. Wanting to provide a seamless shopping experience, we have also partnered up with wine app Vivino to allow customers to view the details of our wines and to enjoy special discounts for a limited time.

Guided tours are available to visitors who wish to deep dive into our exhibition, while our live music performances on the weekends are perfect for those who wish to relax and unwind while enjoying our wines. The music element is our effort to bring a slice of "Music in the Vineyards", an iconic California summer

, to Hong Kong; artists featured include Mansonvibes, Higgo Raj and Luna



LIFESTYLE PUBLICATIONS

The California dream, diversifying Hong Kong's million-dollar wine market

HASHTAG LEGEND

Coverage in print (July 2022), digital, and social media

Luxury fast-forward.#legendis the first multichannel luxury lifestyle media platform for like minded global tastemakers and trendsetters. We bring a new level of expertise, engagement and connection through exclusive content that is edgy, unique, beautiful and relevant. We celebrate legends in all senses of the word-including celebrities, changemakers and brands

Circulation: 31.8k

Online: 350k views per month



















This is what California What Morels, the boarded by the business, is about. To one

INFLUENCER PROMOTIONS



We engaged 20 KOLs to support California Wine Month, resulting a total reach of **665.4k** from all accounts.

#	Channel	Platform	Post	Post Date	Reach*	Engagement*
1	@dervlalouli	Instagram		June 27, 2022	16.7k	Hidden likes; 1 comment
2	@yukimaryrosel	Instagram	1	June 27, 2022	57.2k	1,046 likes: 34 comments
3	@jessjann	Instagram		June 28, 2022	73.2k	Hidden likes; 6 likes
4	@3xcvelez	Instagram	£4.	June 29, 2022	25.5k	Hidden likes; 51 comments
5	@thisgirlabroad	Instagram		June 29, 2022	21.7k	2,557 plays, 55 likes; 19 comments
6	@tinalynn_cw	Instagram		June 29, 2022	49.3k	330 likes: 2 comments
7	@yukimaryrosel	Instagram	A	June 30, 2022	57.2k	1,256 likes; 26 comments
8	@moannaxdessire	Instagram		June 30, 2022	9.5k	1.633 plays, 349 likes: 2 comments
9	@nkwan713	Instagram		June 30, 2022	55k	532 likes; 14 comments

10	@citytraveldreamer	Instagram	July 5, 2022	13k	380 likes; 2 comments
11	@yukimaryrosel	Instagram	July 5, 2022	57.2k	4,175 plays, 771 likes; 27 comments
12	@3xcvelez	Instagram	July 5. 2022	25.5k	4,845 plays, 708 likes; 51 comments
13	@night.cap.stories	Instagram	July 6, 2022	5.9k	63 likes: 7 comments
14	@ericsgeography	Instagram	July 6, 2022	10k	230 likes; 5 comments
15	@eatswithkally	Instagram	July 6, 2022	9.9k	Hidden likes; 7 comments
16	@furellie	Instagram	July 6, 2022	56.3k	Hidden likes: 17 comments
17	@skeatravelife	Instagram	July 7, 2022	11.2k	Hidden likes; 5 comments
18	@jessjann	Instagram	July 14, 2022	73.2k	428 likes: 8 comments
19	@Jessica Jann -湛琪清 Official	Facebook	July 14, 2022	5.7k	14 likes; 0 comments
20	@marcosora	Instagram	July 14, 2022	32.2k	Hidden likes: 4 comments















@yukimaryrosel



@dervlalouli

@jessjann



@3xcvelez













@tinalynn_cw





@yukimaryrosel















@nkwan713





@moannaxdessire

@citytraveldreamer









@yukimaryrosel





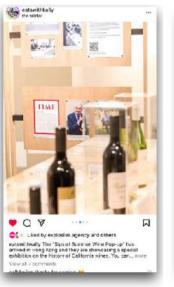
















@eatswithkally









@furellie













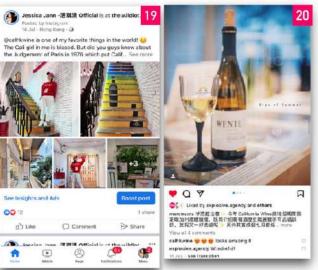


@skeatravelife





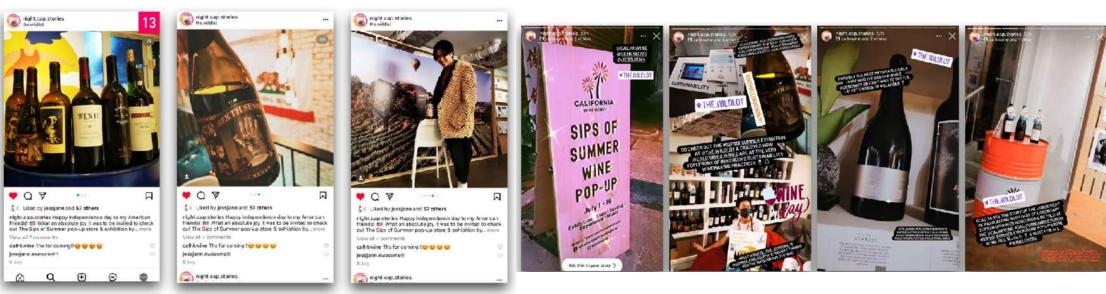




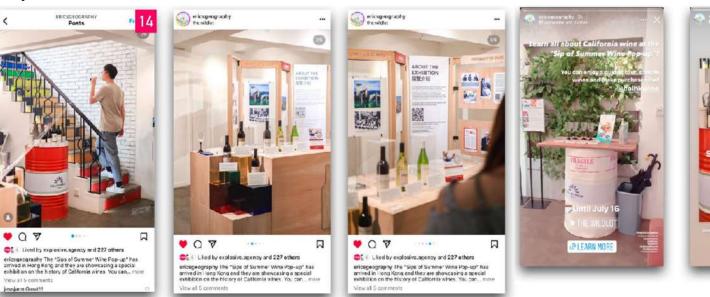


18 July - See Translation





@night.cap.stories



@LEARN MORE

32



Our California Wine Month's **on-premise campaign** features a selection of restaurants offering California wine pairing menus or wine by the glass offers throughout July and August.

List of participating restaurants:						
泰泰						
唐述						
翠亨村						
甘棠燒鵝						
百樂潮州						
生記 金紫荆						
Backstreet Steaks						
Chinesology						
Kin's Kitchen						
Pheromone						
SENSORY ZERO						





































Pheromone
Steakhouse
CA wine pairing dinner for 24 guests









Kin's Kitchen
Chinese Restaurant
CA wine pairing dinner for 32 guests

ON-PREMISE PROMOTIONS















翠亨村 Chinese Restaurant CA wine pairing dinner for 32 guests X 2 Sessions

百樂潮州 Chinese Restaurant CA wine pairing dinner for 24 guests x 2 sessions

ON-PREMISE PROMOTIONS



甘棠燒鵝 Chinese Restaurant CA wine pairing dinner for 32 guests

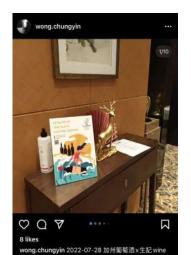








ORGANIC COVERAGE



@calhkwine @fred_chi 很高興有機會品嚐多款加州美酒,意想不到地和中菜非 常配搭!池總 wine and dine pairing果然有功架

days ago · See Translation



















RETAIL PROMOTIONS

Retail promotions is one of the core elements of California Wine Month. This year, multiple retailers and merchants joined us to promote California wines in the months of July and August.



List of participating retailers:	
Altaya Wines	Rare and Fine Wines
Apita	Riedel Hong Kong
Berry Bros. & Rudd	Sogo
burgundy etc	Summergate Fine Wines & Spirits
City'Super	Thy Wine California Wine Specialist
Enoteca	Town House
Golden Gate Wine	Town House Too
Kerry Wines	UNY
MyiCellar	Victoria Wines
Oriental Pearl (HK) Ltd.	Watson's Wine
Pier Bar	Wine Picks
Ponti Wine Cellars	Wine Shop Asia
Prime Cellar HK	Wine Warrior
	WineNow Mall

RETAIL PROMOTIONS



RETAIL PROMOTIONS











SEMINARS & TASTINGS













SEMINARS & TASTINGS



California wine tasting by MWM Wine School by Debra Meiburg MW







#capstonecalifornia!

#cwm2022 #californiawinemonth2022 #californianwine #wineworkshop #wineetiquette





SEMINARS & TASTINGS





California wine seminar by Asia Wine and Spirits Education Centre





Don't miss out on @calhkwine Sips of Summer Wine Pop-up nearby AWSEC too! 😔

#awsec #calhkwine #californiawine #californiawinemonth #sipsofsummer View all 4 comments

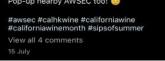
Californian Chardonnay!

15 July



Service & Education Cent..



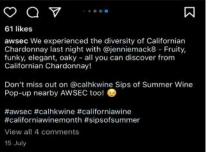






#awsec #calhkwine #californiawine #californiawinemonth #sipsofsummer View all 4 comments





SEMINARS & WORKSHOPS

















WEBSITE

www.cawinemonthhk.com 10k + direct traffic 1.7k social traffic



Opening Date and Time

July 1-16, 2022
12:00 nn - 16:00 pm
Open celly

Location

The Wild Lot
Shop B, GJF 6-10 Shin Hing Street, Shaung Wan, Hong Kong
(Closs hin Hing Street, Shaung Wan, Hong Kong
(Closs to Gough Street and PMO)
上版音量数6-10% 使收获数度及PMO)









SOCIAL MEDIA

6月26日

7月29日



6,450

內容互動次數

47.3% 來自廣告

+4.3% vs 4月20日-6月25日

72,587

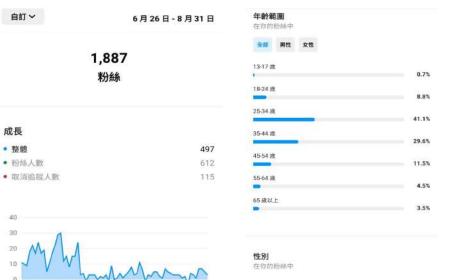
已接觸的帳戶數量

95% 來自廣告

-31.7% vs 4月20日-6月25日





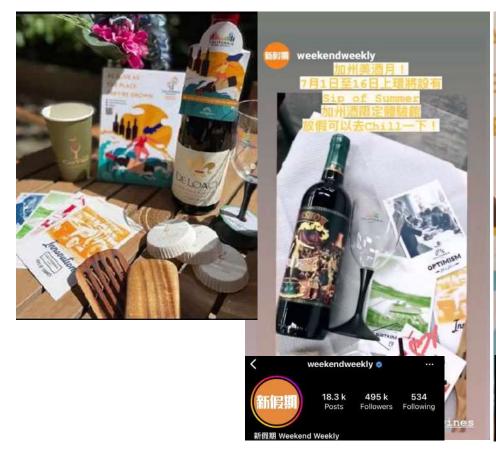


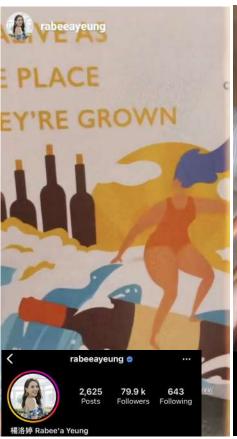
8月31

PRODUCT SEEDING

We conducted a **product seeding campaign** pre-media launch to raise awareness and create buzz for California Wine Month, and to promote our Sips of Summer pop-up store. The product hamper includes a bottle of California wine (supplied by local importers/winery members) and a food pairing kit, and was distributed to **40 key wine and lifestyle media and KOLs**.

Total reach: 1.8M

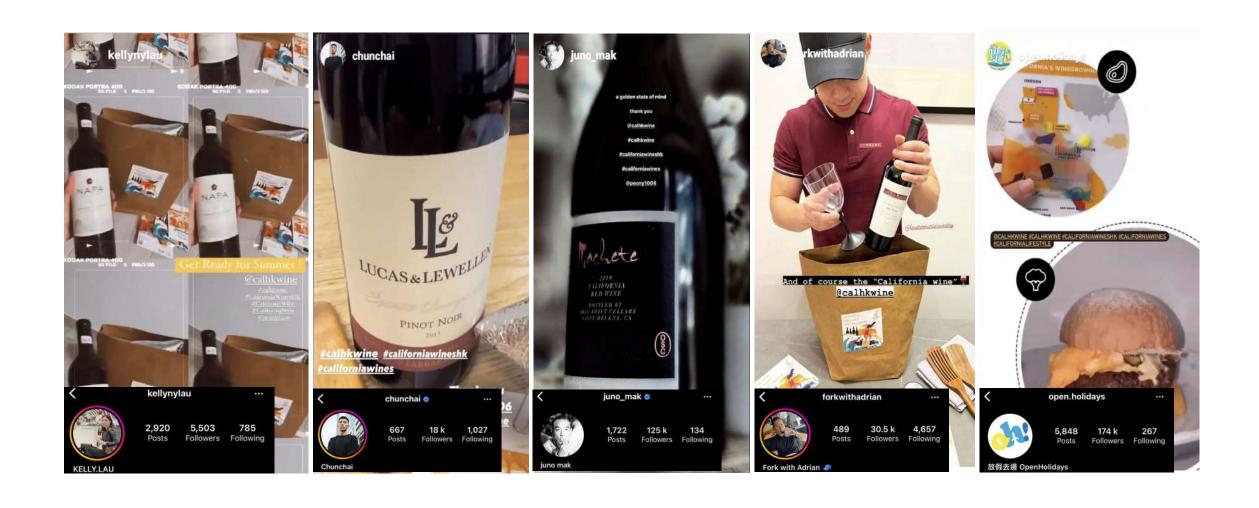








CLIPPINGS - SOCIAL MEDIA



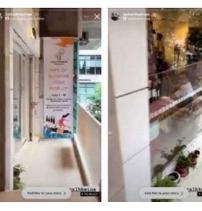
CLIPPINGS

















體驗館由即日起至7月16日在The Wild Lot單行,大家可在這段日子內的 指定的問參加導賞匯兼並可品嚐和購買一系列加州葡萄美酒,確認的我這 天便跟好友走到這舒適的好地方品單加州黃酒。

用踏進體驗館便有美男子為我們介紹加州葡萄酒歷史。酒莊和釀酒師的偉 大貢獻、展覽將坚現由1849年至今從淘金熱到禁酒令再到巴黎審判等歷 史。在品酒之餘令客人對加州葡萄酒認識得更加深入。

佈置得很Chill可以輕輕鬆鬆的暵美酒。

場前放置了這件由Mr. Robert Mondavi朋友。以Robert Mondavi Wines木寨為他自製的外套真係好形仔。有朋友如此真的不枉此生唉!

今天有Nick為我們將多數加州葡萄美酒的小故事為我們娓娓道來,舒護 易朗的說法令大家也被他和美酒深深吸引著。

首枝是Hahn Estate Meriot 2019 · 這枝美國中海岸區的紅酒風格偏框 演,入口扭顺滑口味較Dry但酸度柔和,帶點橡木及莓果的味道挺易人

野海地区市地區基础的Autort Mondayi Where Caberret Sa 2016 - 高數三國也也與中華第十四國政治政策分別,除了除水資內通可 配定第一面科及福麗的幹國科內20分子

中口是建游有影響性,将下森北的高車區子的著名推摩斯森林的讲述不識

烈速直性程序会有高的热路Mchael David Writing Prodestow Cabernet Saurigeon 2019 - 市理提供特別的直接學者不再無言地位。 电影实验力制度最初转逐者與複数位。 機構品構造性Lacestons Cld Yver Zintander 2016、原配的有氧人口 文化标准子最大规则且超速类似,人口来将跟着位体的专点阶段标准的表

株式製造物面 - 東路駅市場内資金が回路 - 有格子 - 株木上在本内計画区

3年と権政事を見し一性報告回答了自己の機能報目在5年八千年上を支 型・毎日前先権利益不利に可能制の対応を他の年の自日性報・

並付表現実機能構成所等等適用取扱では及業業ではVinter合作・報答で 以適用経療用化之及解集では含金目は可適性的基準に定過的な計画性 息・上位付水利性内型が特別と可義性は特殊を表言・上半記修業で経験

#calhkwine #CaliforniaWinesHK #californiawines 第入認識了加州葡萄酒歷史之後我們便拾級而上到達品憑的好地方,內理 #californialifestyle #happyhour #wine #thewildiot #or 是這樣線成 #戀吃事媽媽





CLIPPINGS











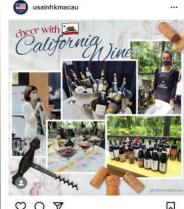






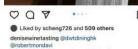
















THANK YOU

