

# Why Oregon Wine Month?

THE BUSINESS CASE FOR OREGON WINE

#### **REVENUE**

\$17.75
\$12.05

OR Category Average

Average retail selling price per 750ml (Nielsen)

#### **GROWTH**



Volume Growth during the '23 OR Wine Month Promotion

### COMPETITIVE

+19% +4% -16% OR CA WA

Past 12 Months Off-Premise Sales Trends vs 2019 (Nielsen)

## QUALITY



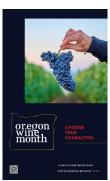
Oregon share of domestic wine represented in Wine Spectator's Top 100 in 2023

## **Printed**

CASE CARDS, SHELF TALKERS, TABLE TENTS, OTHER ASSETS TBD

Draft materials







# **Digital**

COMPLETE STYLE GUIDE, SOCIAL MEDIA ASSETS, WEB & E-NEWS BANNERS

Draft materials





#### PROGRAM RESOURCES TO COME

- In advance of May, the OWB's Master of Wine Bree Stock will offer virtual learning opportunities with in-depth selling information on some of the sites and winemakers that make Oregon distinctively compelling
- Dynamic and customizable sales decks available to enhance promotional activities
- Regional sweepstakes for value-add consumer messaging
- On and Off premise marketing support
- Digital marketing campaigns and social media outreach

