



## Selling your BC VQA Wine in the BC VQA Wine Stores

Please see the following to help you begin selling your BC VQA Wine in the BC Wine Institute's BC VQA Wine Stores.

### BC VQA Wine Approval: BCWA and BC LDB

- To sell wine in the BC VQA Wine Stores, your wine first must be BC VQA approved.
- ***Please do not deliver your wine to the BC VQA Wine Stores until you have received both your BC VQA designation AND your BC Liquor Distribution Branch SKU registration.***
- Please contact Lorrie Zander ([Lorrie.Zander@BCVQA.ca](mailto:Lorrie.Zander@BCVQA.ca)) at the BC Wine Authority (BCWA) for the assessment schedule and to have your wine assessed. BC VQA assessments usually run every two weeks. ([www.BCVQA.ca](http://www.BCVQA.ca) phone: 250-492-2872 or 1-877-499-2872)
- Please ensure you authorize BCWA to release information about your wines to the BCWI. You can do so when you complete your online BCWA BC VQA assessment application.
- BCWA will provide BCWI with approved product information. BCWI cannot accept information directly from the winery or a BC VQA Wine Store, only from the BCWA.
- If you haven't already, you also must contact the [BC Liquor Distribution Branch](#) (LDB) to register your SKU for sale in British Columbia. ([www.BCLDB.com/doing-business-ldb](http://www.BCLDB.com/doing-business-ldb) phone: 604-252-3216)
- LDB will provide BCWI with information about registered SKUs.

### BCWI BC VQA Wine Registration Steps

- Once BCWI receives all and correct information about your wine from BCWA and LDB, the BCWI will enter your SKU into the BC VQA Wine Price Portal.
- Once the winery adds the wine suggested retail price (SRP) into the BCWI BC VQA Wine Price Portal (see separate Price Portal instructions), the BCWI will authorized the wine for sale through the BC VQA Wine Store system.
- Please continue to update the Price Portal for all wines. Once you update the Price Portal BCWI will advise ALL STORES that your wine is available, regardless of purchase or consignment.

### Your Relationship with the BC VQA Wine Stores

- Contact directly any or all of the [BC VQA Wine Stores](#) you would like to sell your wine ([www.WineBC.org/files/BC VQA Wine Stores/BC VQA Store List.pdf](http://www.WineBC.org/files/BC%20VQA%20Wine%20Stores/BC%20VQA%20Store%20List.pdf)). We encourage you to develop relationships and work with the each of the store operators to introduce your wines and discuss what wines you would like them to sell, and to make arrangements for delivery. You may also want to discuss how you plan to support your wine in the store(s) with tastings, etc.

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- **Please do not deliver your wine to the BC VQA Wine Stores until you have added your wine suggested retail price to the BC VQA Wine Price Portal.**

### Consignment Model

- BC VQA Wine Stores on the consignment model are provided the SRP (including taxes and CRF) as provided by the winery to the BCWI BC VQA Wine Price Portal. Stores have the discretion whether to shelf price tax in or tax out. Bottle deposit is added at the till.
- Some stores on consignment may exercise the flex pricing option which allows the participating store the discretion to **discount (to -10%) or increase (to +20%)** ALL SKUs of a participating winery, based on the winery-set period SRP. Winery payment, royalty, tax, etc. will remain based on the SRP, with the stores absorbing any flex discount and/or increase.

### Consignment Model: Delivering your Wine

- When you deliver your wine, the store will receive your wine on consignment for future sale. You are NOT required to file a Form 60 (aka Doc 60) with the LDB at this time as a sale has not yet occurred.
- However, you are required to provide some form of documentation with the delivery or shipment listing the wine, vintage, SKU#, price, and number of bottles delivered. As well, ensure the outside of every box is clearly labelled with your winery name and the wine name and vintage. Please contact each store regarding preferred consigned wine delivery documentation.

### Consignment Model: Sale of Wine, Reporting and Payment

- Once the wine is sold to the consumer, the store reports the sale to the BCWI (weekly). BCWI then collects sales proceeds less 26% store royalty from the stores (weekly), receives and reconciles store inventory counts (monthly, at LDB period end), and pays the winery its portion\* (monthly). Please see below tables detailing breakout.
- With the LDB period end monthly winery payment of sales proceeds, BCWI also pays the winery the GST on its portion of sales. BCWI remits to government its portion of the GST and BC VQA Wine Stores remit their portions. BCWI remits to government the Container Recycling Fee as well as any bottle deposits collected at the stores. Stores remit all PST.
- Please note that, due to the consignment model, BCWI, not the winery, submits Forms 60 to LDB for sale of consigned wine from the BC VQA Wine Stores (monthly, at LDB period end).
- Your monthly payment from BCWI will include an inventory report, sorted by store and detailing prices, transactions, totals, etc.

### Consignment Model: Payment to Winery of Sales and GST \*

**BCWI Member Wineries** selling wine in the BC VQA Wine Stores receive 70% of the net amount + GST (70% of the GST collected from the sale). Example:

Price	\$25.00
CRF	0.12
PST	2.16
GST	1.08
Net amount	\$21.63
Member winery portion (70% of net)	15.14
Member winery GST (70%)	0.76
Non-Member winery total payout	\$15.90

**Non-BCWI Member Wineries** selling wine in the BC VQA Wine Stores are levied an additional 6% + GST (ie. Non-BCWI members receive 64% of the net amount + GST (64% of the GST collected from the sale)). Example:

Price	\$25.00
CRF	0.12
PST	2.16
GST	1.08
Net amount	\$21.63
Non-Member winery portion (64% of net)	13.84
Non-Member winery GST (64%)	0.69
Non-Member winery total payout	14.53

#### Consignment Model: Future Price Changes

- BC VQA Wine Stores on consignment use the price the winery entered into the BC VQA Wine Price Portal, and **any future price changes must also go through the Price Portal and will only be processed on a monthly basis**. Information will be provided to you regarding timing for submitting price changes for each next period. If you change your wholesale price with the LDB, this does NOT affect the suggested retail price in the BC VQA Wine Price Portal.

#### Purchase Model

- BC VQA Wine Stores in-grocery are on the purchase model effective January 2017.
- Wineries register wholesale price (including CRF) via BC Liquor Distribution Branch.

#### Purchase Model: Delivering your Wine

- When you sell your wine to a BC VQA Wine Store on the purchase model, you will be required to file a Form 60 (aka Doc 60) with the LDB.
- Please contact each BCWI third party operator/ partner grocer regarding preferred purchased wine delivery documentation.

#### Purchase Model: Purchase, Payment and Reporting

- Stores will set their own Retail Markup as is currently the case with LRS, etc.
- BC LDB has authorized that net payment for wines purchased will be made by stores directly to wineries (i.e. LESS BCWI 5% royalty (10% for non-members) which will be reported and remitted by stores to BCWI).
- Reporting of gross amounts to LDB for sales, and remittance of CRF and bottle deposit, will become the responsibility of the winery (and will now occur when the wine is sold to the store).
- BCWI 5% royalty (10% for non-members) on the Wholesale Price (less CRF) will be collected by the store from store payment to winery (BC LDB has authorized), store will report & remit to BCWI.

#### Purchase Model: Future Price Changes

- BC VQA Wine Stores on the purchase model purchase wine directly from the winery at the wholesale price registered by the winery with the BC Liquor Distribution Branch. Your winery is responsible to make any wholesale price changes directly with LDB according to its protocol.

If you have any questions about the above information, please contact Office Manager [Traci Deman](#) at 250-762-9744 Ext. 105, or Accounting Manager [Patricia Pracher](#) at 250-762-9744 Ext. 106.

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Stores on Purchase Model:

1. *Wines of British Columbia* Save-On-Foods South Point (Surrey) (302890)
2. *Wines of British Columbia* Save-On-Foods Fleetwood (Surrey) (302876)
3. *Wines of British Columbia* Save-On-Foods Tsawwassen (Delta) (302885)
4. *Wines of British Columbia* Save-On-Foods Langley (Downtown) (302967)
5. *Wines of British Columbia* Save-On-Foods Orchard Plaza (Kelowna) (302891)
6. *Wines of British Columbia* Save-On-Foods Lakeshore (Kelowna) (302875)
7. *Wines of British Columbia* Save-On-Foods East Maple Ridge (302879)
8. *Wines of British Columbia* Save-On-Foods Parksville (302878)
9. *Wines of British Columbia* Save-On-Foods White Rock (302966)
10. *Wines of British Columbia* Save-On-Foods Prince George (302887)
11. *Wines of British Columbia* Save-On-Foods Kamloops (302886)
12. *Wines of British Columbia* Save-On-Foods Pemberton Plaza (North Vancouver) (302883)
13. *Wines of British Columbia* Save-On-Foods Clearbrook (Abbotsford) (302887)
14. *Wines of British Columbia* Save-On-Foods Ironwood (Richmond) (302882)

Stores on Consignment Model:

15. BC Wine Information Centre (302874)
16. Sardis Park VQA Wine Store (304059)
17. Swirl Wine Store - Yaletown (302881)
18. Village VQA Wines - Kitsilano (302888)
19. Westwood Wines (302880)

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**About BC Wine Institute's BC VQA Wine Store Sales Channel**

BC Wine Institute holds all 21 licences for BC VQA Wine Stores in the province. The stores, which sell only 100% BC VQA Wine, are contracted out and run by third party operators.

**Special Wine Store Licences**

Special Wine Store licences, as auctioned by the Province of British Columbia directly to grocers (aka Bill 22 licences), are separate and distinct from the BC VQA Wine Store Licences and operated independently of the BC Wine Institute.

**BC Wine Institute Member Winery Dues**

BC Wine Institute Member Winery dues, separate from BC VQA Wine Store sales royalty collected by the BCWI, are invoiced at \$0.10/litre (minimum annual flat fee of \$100) for ALL 100% BC grape wine (BC VQA and Non-BC VQA) sold in BC at every distribution channel, as reported through the BC Liquor Distribution Branch.