



Front cover: Photographer Nicole Canegata captures one of many toasts made in celebration of great community, great food, and great spirits at the 2019 Cork & Fork Dinner. Cristom Vineyards and St. Amand paired its featured wines and spirits with 5 courses for an intimate meal that was 100% sourced by St. Croix farmers and designed by award-winning Chef Dale Talde of New York's restaurant scene. On the *inside back cover*, Canegata memorializes the perfect poetry of Talde's dessert course.

Back cover: Photographer Malek Bascombe catches a quiet moment before Wine in the Warehouse, one of the Experience's most popular events, takes flight at Bohlke International Airways. And on the *inside front cover*, a guest receives a taste of Southern Glazer's Wine & Spirits' diverse portfolio of wines.

St. Croix Foundation thanks Malek Bascombe, Nicole Canegata, and Amie MacPhee for their photographic contributions to the 2019 Experience and which are published herein.



2019 Food & Wine Experience Return on Investment

From: Deanna James, President

St. Croix Foundation for Community Development

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Your sponsorship matters!

The 2019 St. Croix Food & Wine Experience was a resounding success. As the annual benefit for St. Croix Foundation for Community Development, the Experience is evaluated in many ways, from whether events were sold out and financial goals were met to how much we increased reach and exposure for our sponsors and St. Croix as a culinary destination. But for this year, as the Virgin Islands continues to recover from the 2017 hurricanes, we were particularly focused on ensuring that our partners, guests, and volunteers really could *Feel St. Croix* and what makes it such a special island.

St. Croix Foundation is herein pleased to report that in 2019, we sold out every event and increased charitable net income by 38% compared to 2018 (proportionally to the number of events). But we also imbued every component of the St. Croix Food & Wine Experience with community and philanthropy, raising not just critical dollars for our community but awareness around the importance of holistic, collaborative community development.

The following document provides a proof of performance for the 2019 St. Croix Food & Wine Experience, the annual benefit of St. Croix Foundation. *Note*: sponsors who joined us after March 1, 2019 may not have received all benefits due to printing timelines, etc.





2019 MEDIA - More Exposure for St. Croix

The Foundation takes great care to ensure diverse mediums are present at all events from both local and national representatives. Increased exposure for the Experience drives audiences to our event website and social media to ensure sponsors receive acknowledgement for their support *and* serves as an economic stimulas for St. Croix as a culinary destination!

OUR "SHORT" LIST NOW BOASTS OVER 30 LOCAL AND NATIONAL MEDIA

A. HIROKO	TRAVELLIST
CHOWHOUND	VI CONSORTIUM
COASTAL LIVING	VI NEWS
COLDWELL BANKER MAGAZINE	VIRGIN ISLANDS DAILY NEWS
CUISINE NOIR MAGAZINE	VIRGIN ISLANDS DEPARTMENT OF TOURISM
FETEBOOKIT	VISIT ST. CROIX
GOTOSTCROIX	ISLE 95
MY-STCROIX	SUNNY 99.5
ST. CROIX AVIS	LATINO 99.5
ST. CROIX ISLAND LIFE	MONGOOSE 104.9
ST. CROIX THIS WEEK	WSTX AM 970
STCROIXTOURISM	WSTX FM 100.3
THE SOURCE	WTFJ
THE SQUISHY MONSTER	CBS AND CNN HEADLINE NEWS
TRAVEL + LEISURE MAGAZINE	CARIBBEAN FOOD NETWORK





Experience and national media St. Croix receives for its culinary scene.



SOCIAL MEDIA

St. Croix Foundation utilizes organic and paid reach on Facebook to ensure our social media outreach for the Food & Wine Experience increases exposure for the event series and our valued sponsors. For higher level sponsors, customized and individual posts are designed. And we do this throughout the year, showcasing and sharing the incredibly tasty work of our culinary community to keep our momentum building! St. Croix Foundation also publishes posts on our official Foundation page that are associated with the

FACEBOOK IN 2019

Over 300 more people 'liked' us and joined our Facebook family for 2019

4,988 people Follow us on Facebook

Our Reach on Facebook during the events exceeds 4,800 users

St. Croix Food & Wine Experience Published by Buffer [?] - Anril 4 - (4) It's going to be a beautiful ni perfect Crucian sunset and f St. Croix Food & Wine Experience added a new photo to the Croix's finest restaurants an album: WINE IN THE WAREHOUSE 2019. Frederik Oasis, and Big Dog Published by Malek Bascombe [2] - April 8 - 3 St. Croix Foundation for Community Development St. Croix Foundation for Community Development is pleased to an St. Croix Foundation for Community Development is pleased to announce the event lineup for its annual benefit the 2019 St. Croix Food and Wine Experience. A series of culinary food and wine events held on the Island of St. Croix, U.S. Virgin Islands from Thursday April 4th through Sunday April 7th, 2019. The St. Croix Food & Wine Experience is a celebration of the people, the land, the culture, and the cuisine of St. Croix. Made possible by countless chefs, volunteers, corpor... See More Get More Likes, Comments and Shares Boost this post for \$30 to reach up to 9,200 people. 6,519 People Reached 6,253 People Reached 2,358 Event Line Up Announced For 2019 St. Croix Food & Wine Experience – St. Croix Foundation Engagements





LOCAL PRINT & ONLINE MEDIA

The Foundation also partners with local print and online media to get the word out via front page coverage, featured articles, and advertisements, including Coldwell Banker St. Croix Realty Magazine, The Virgin Islands Daily News, St. Croix Avis, the Virgin Islands Consortium, The Source, and St. Croix the Week. In advertisements, high level sponsors were listed.









Community Collaboration Helps build a **Network of Support and Acknowledgement**

Our print coverage in 2019 doubled from the past year due to deepening partnerships – and to leverage our own marketing into support for another nonprofit, we sponsored the 2019 Agricultural Fair though the purchase of a banner (seen at right) and acknowledged high level sponsors (who had committed by February 1, 2019).













WINE IN THE Gourmet Uintner Dinner

community-centric dining experience pairs fabulous wines with a 5-course meal and a live auction. 6 PM

Purchase your tickets today at www.stxfoodandwine.com or call 340.773.9898



ST. CROIX

ST. JOHN

ST. THOMAS

TORTOLA

ISLAND TRADER

NEWS

Apr 5, 2019

SPORTS

gourmet delight

OPINIONS

FOR THE RECORD

ISLAND LIFE

CLASSIFIEDS

BEST OF THE V.I.

The St. Croix Food and Wine Experience is a



The Virgin Islands Daily News 17

Save the Date! April 2 - 6, 2020

THE 2019 FOOD & WINE EXPERIENCE WAS A RESOUNDING SUCCESS!

The 2019 St. Croix Food & Wine Experience was focused on ensuring that all participants would Feel St. Croix...
through delectable food and the finest of wines. Because of the efforts of so many, together we were able to bring all that is the best about Thank you, from all of us at St. Croix Foundation to you!

CHEFS WHOSE CREATIONS WERE DIV

Amanda Dougherty, Pastry Chef Julius Jackson, Chef Negust Kaza, Chef Hugh 'Chef lire' Sinclair Digby Sridiron, Chef Dale Talde, Chef Brian Wisbauer, Chef

And with special recognition to Patrick Kralik and the entire staff at balter restaurant – you created the perfect experience once again!

PHILANTHROPIC PARTNERS WHOSE

balter restaurant, Bohlke International Airways, The Galleon, the Virgin Islands Port Authority, and gracious homes Tyler and host Kenjo Pannell

RESTAURANTS, VENDORS & CATERERS WHO MADE OUR

Seaside Market &

UCA's Kitchen Diageo USVI Vital Ital Experience Digby Stridiron

SOUTHERN GLAZER'S WINE & SPIRITS TEAM WHOSE EXPERTISE, PASSION, AND GENEROSITY OF TIME, TALENT, AND TREASURE BROUGHT US ALL TOGETHER

BROUGHT US ALL TOGETHER

Every year, the stam at Southern Glazer's Wine 8: Spirits creases the perfect
ambaine for all our events, inhuling every spirit they pour with the heart and
soul of community. We extend our deepest appreciation to your team for your
partnership and true care Tegan Luca, Thifany Held, Andree Harrah, Lennox
Innocent, Danial Klos, and Arash Kamaris Pablavan.

SPECIAL GUESTS WHO POURED EXQUISITE WINES FROM
RENOWNED WINERES

Cristom Vineyards Randy Ford, Justin Vineyards & Landmark Wines: Milmari
Giusti, Saint Annaud New World Wines: Joseph Toenjes, Stansfeld Scott, Inc.:
Scott Bowman

REFLECT THE BEST OF ST. CKOLA

Basic Vybz Band, Digital Band, Doc Petersen, DJ Supa Trakz, Kevin Williams,
Marvelus Sounds, and the St. Patrick's Steel Orchestra

And a special thanks to StoryCorps, Sandra Kulli, and Amie MacPhee for helping to capture the St. Croix story in "Crucian Conversations".

Jessica Cuyler and Willard John

With special thanks to Bill Craft, Leonor Gillette, Nichole Reed of Events by Nichole, Beatrice Ramso of Wild Orchid, and Teddy Richards for the extra time and effort they took to make sure everything was beautiful.

PHOTOGRAPHERS WHO CAPTURED OUR MEMORIES IN VIVID, EDIBLE COLOR

Nicole Canegata, Malek Bascombe and his incred Bascombe and his incredible team members, Phantom Eyez, LLC, and Omar A. Osborne

Cindy Clearwater, Axelle Richards, Zoie Zimet – there an no words for how appreciative ware for your generosity of time and expertise.

A SPECIAL THANK YOU TO THOSE WHO WENT ABOVE AND BEYOND

Ashley Bouzianis, Bill Bohlke, and Sam Black of Bolkle Inrl. Airways, Beleca Hendey of The Buccaneer, JROTIC, Richardson Edwards, Jennifer Andrews, and Shomari Moorehead of CrucianPoint, Sarah Ridgeway of Seaside Marker & Deli, Greta Andrenge and Sharon Rosario of Marker Place Excellence and the VI Department of Footism, the VI Policy Department, Debond Washington and the Saff at the VI Port Authority, STX Long Term Recovery Croup (ETRG) Youth and the St. Croix Emergency Medical Service; and with special thanks to the over 30 volunteers at Wite in the Washouse who poured pure joy into overy glass of exceptional wine.

OUR DEEPEST APPRECIATION TO OUR 2019 SPONSORS



















EMAIL CAMPAIGN AND LOGO LINKS

For the 2019 St. Croix Food & Wine Experience began its email campaign in late September of 2018, when we opened up ticket sales. Over the next seven months, the Foundation sent 11 emails that reached more than 2,700 subscribers with a 21% open rate, which is on target with the industry average for nonprofits. All emails featured sponsor logos and included a click-through to the Food & Wine Experience's website sponsor page where logos were linked to sponsor websites. A few samples from the campaign are as follows:

09/14/2018	FWE 2019 Tickets On Sale Soon!
09/24/2018	FWE Tickets on Sale Today!
10/12/2018	Our Work & FWE Sponsorship
12/14/2018	Christmas Wishes – 2019 FWE Tickets
12/21/2018	What's Under Your Tree for Christmas?
02/11/2019	Show Your Valentine True Love!
04/03/2019	It's the Week Of!
04/26/2019	Thank You!



44% of our email subscribers are Virgin Islanders. 56% are from the US mainland.

And because our open rate is higher than related industries, our emails get opened!

Our 21% open rate as a nonprofit community foundation is higher than the overall average for all industries and, in particular, for hospitality related industries. This raises the return on our sponsors' investment and provides assurance, knowing that as the benefit for a nonprofit organization, the St. Croix Food & Wine Experience is reaching well above the average number of readers.

Restaurant, Bar, Café, Caterers	14.61% open rate
Marketing, Advertising, Public Relations	14.56% open rate
Entertainment, Arts, and Culture	17.54% open rate
Accommodations (hotel, inn, B&B)	15.77% open rate
All Industries – overall average	16.74% open rate

Source: Constant Contact Knowledge Base, March 2019





EVENT GROWTH & NETWORKING

The Foundation continues to analyze the data at the close of each Experience to ensure our events are growing, while always decreasing expenses. This is an accountability measure that we utilize to assure our partners, sponsors, and community stakeholders that every dollar possible is directed toward the issues that affect every aspect of life in the Virgin Islands.

BOND @ BALTER

Sponsors also all receive the opportunity to attend the exclusive, invitation only bond @ balter, a reception for the St. Croix Food & Wine Experience. A community-centric event, bond @ balter brings together St. Croix Foundation's sponsors, top donors and partners, chefs, and national and local media together to introduce and update the community on the work of the Foundation. In 2019, 50 community-minded partners convened over delectable appetizers, fine spirits from Southern Glazer's Wine &

Events by the Numbers

In 2019, we welcomed over 1100 guests across all events, and cultivated community through deeper relationships with our sponsors, media, chefs, and community partners. The final tallies tell a story of intimate gatherings to community-wide

50 passionate community members

came together to celebrate philanthropy at bond @ balter

625 + attendees

demonstrated community building at the Sunset BBQ

300 + guests

raised their glass to philanthropy at Wine in the Warehouse

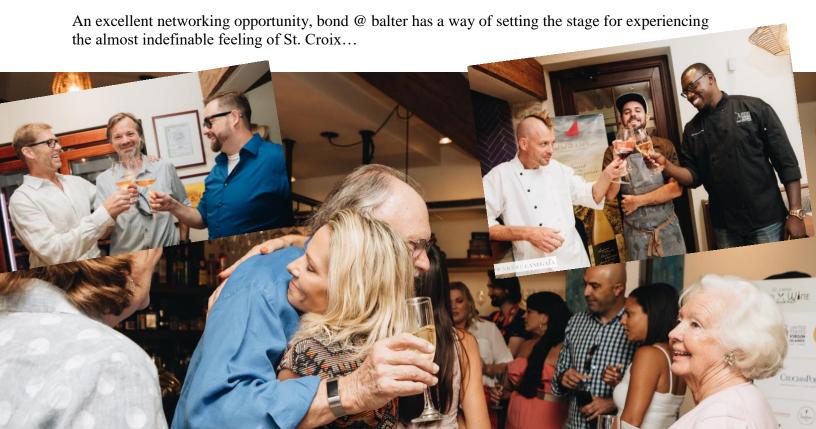
65 + longtime family and new friends

joined us in unity at the Gourmet Vintner Dinner

18 incredible philanthropists

expressed true giving at the Cork & Fork

Spirits, and prepared for a weekend of food, fun, and philanthropy.







1100 GUESTS FROM OVER 280 CITIES

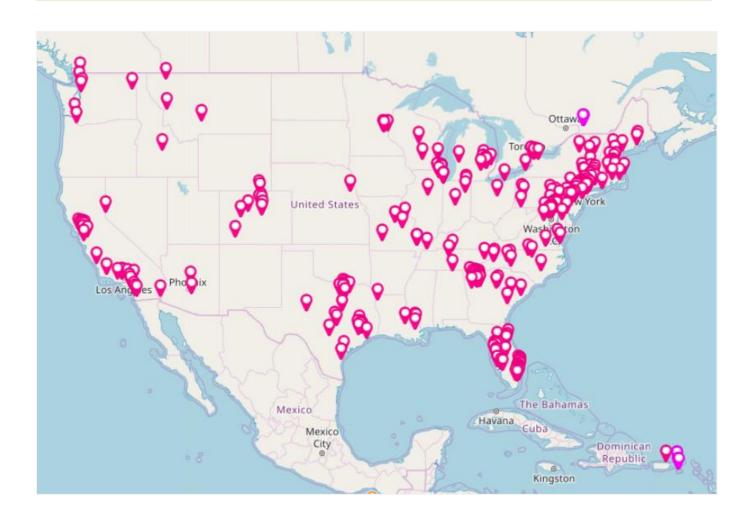
The Experience provides our venue partners and sponsors with unprecedented exposure by drawing a diverse local, regional and national guest audience, strengthening the Virgin Islands' private sector. And because it's a benefit for St. Croix's only community foundation, who supports upwards of 100 nonprofits at any given time, this is a benefit that nurtures collaboration, awareness, and brings in critical dollars to the public, private, and civic sectors of the Virgin Islands.

57 NEW CITIES JOINED US IN 2019!

From 2015-2018, St. Croix Foundation's annual benefit had attracted guests from 223 cities on the U.S. mainland, Canada, Puerto Rico, and of course St. John, St. Thomas and St. Croix. In 2019, we welcomed guests from 57 new cities, putting our reach at over 280 cities total.

With 34% of guests drawn from the mainland and 66% from St. Croix, St. John, and St. Thomas, sponsors receive an incredible amount of exposure just from attendees.

The Experience is the perfect blend of local, regional, and national!







SPECIAL CHEFF GUESTS AND VISITING VINTNERS INCREASE VISIBILITY

Every year, St. Croix Foundation's reach extends through our annual benefit, adding new local, regional, and national chefs and vintners to our guest list that draw new guests. The Experience increases visibility for the U.S. Virgin Islands, and St. Croix in particular, as a culinary destination, boosting the reputation of our tourism product. In addition, our local businesses, including countless restaurants, hotels, and dress shops benefit.

LOCAL, REGIONAL, and CELEBRITY CHEFS: OVER 30 ALL-STAR CHEFS REPRESENTING OVER 20 CITIES

A culinary festival must have the best of chefs! We start at home, inviting chefs who are grounded in community, passionate about extraordinary food, and have that special Virgin Islands touch. And over the years, we've invited a wide range of chefs that hail from New York, San Francisco, and Jamaica to Anguilla, and Puerto Rico. In fact, many choose to return, year after year to be a part of the festivities.

Over the past decade and still today, our chefs draw new guests with their impressive roster of accomplishments and help to keep St. Croix firmly on the map as a culinary destination. Our chefs are James Beard Winners, renowned restaurateurs, and hold coveted awards from national television shows such as CHOPPED. But their work is also aligned with the Foundations: they are all philanthropic, committed to sustainability and most of all, community building.







2019 VINTNERS & DISTRIBUTORS EXPAND HORIZONS

Thanks to partner and Platinum Sponsor, Southern Glazer's Wine & Spirits, we continue to deepen our network from Napa Valley to Florida. In 2019, the Experience didn't just feature great wines, but great *people*. Randy, Joseph, and Mimi (from Cristom Vineyards, Ironstone Vineyards, and Justin and Landmark Vineyards respectively) didn't just visit and educate us on their amazing wines — they immersed themselves in every event, truly engaging with our people and culture. By the time they left, they had become a part of our ever-expanding family!

Alumni Vineyards & the Experts Who Pour

Randy Ford of Cristom Vineyards Joseph Toenjes Representing Ironstone Vineyards Scott Bowman, Stansfeld Scott Bo Barrett of Chateau Montelena Jim Bernau of Willamette Valley Vineyards Chris Benziger of Benziger Wineries Cesare Bruni of Villa Cervi Bob Foley of Robert Foley Vineyards Anthony Giglio: Sommelier, Author, Educator Milmari Giusti of Justin Vineyards Gustavo Gonzalez of Robert Mondavi Jennifer Halleck of Halleck Vineyard Tom Hedges of Hedges Cellars Carroll Kemp of RedCar Winery Julianna Martinelli of Martinelli Vineyards Trent Moffet of Moffet Vineyards Michaela Moretti of Casa Moretti in Notaresco Lindy Novak of Spottswood Winery Joel Peterson of Ravenswood Michael Phillips of David Michael Winery Maria Ponzi of Ponzi Vineyards Kent Rosenblum of Rock Wall Wine Company Shauna Rosenblum of Rock Wall Wine Co. Eric Wente of Wente Wineries Kent Rosenblum of Rosenblum Cellars Shauna Rosenblum of Rock Wall Wine Francesca Tinazzi of Tinazzi Winery Camille Seghesio of Seghesio Family Vineyards Rudy Von Strasser of von Strasser Winery







COLLATERAL & RADIO ACKOWLEDGEMENT

500 programs were distributed to guests throughout the event series. Logos of sponsors who pledged by the print date were positioned in the program and for Silver Sponsors and above, advertisement space was offered. Sponsor boards were also placed prominently at each event's entrance/exit. (Images of the sponsor board were also posted on St. Croix Food & Wine Experience's Facebook page and in photo albums.) In addition, all sponsors receive public acknowledgement throughout each event.



RADIO – 3 Campaigns & More Live Interviews

St. Croix Foundation also spreads the word about the Experience through radio.

For 2019, we ran 3 separate campaigns that ran 4 weeks each: the first ran in September of 2018, the second in February, and the third from March-April. Three content different ads ran on 5 stations, 10 times a day. All spots listed higher level sponsors with lower level sponsors staggered once throughout the three ads. Advertisements were updated on a bi-weekly basis to ensure sponsors received acknowledgement for their contribution as of their commitment. The Foundation also engaged in 5 live, on-air interviews on local radio stations promoting events and highlighting sponsors.

FOUNDATION HOSTS NATIONAL STORYCORPS FOR "CRUCIAN CONVERSATIONS" AT THE 2019 EXPERIENCE

To help advocate for and introduce St. Croix to a larger audience, in 2019 the Foundation leveraged the Experience to capture the stories of Crucian culture bearers – including Chefs Julius Jackson and Digby Stridiron! As we geared up for the events, a team from StoryCorps, a national organization dedicated to the preservation of community voices and cultures representing diverse American experiences, visited St. Croix for the first time. Out of 15 recorded conversations, Chefs Digby's and Chef Julius' voices will now be housed at the Library of Congress.

The timing of Crucian Conversations was designed by the Foundation and StoryCorps to coincide with the Experience to achieve our goal to celebrate the people, land and culture of St. Croix. This year's annual event series, themed "Feel St. Croix," and StoryCorps' work will underscore the Foundation's holistic approach to community development and rebuilding efforts in the aftermath of the 2017 hurricanes.

To learn more about Crucian Conversations, contact us directly!



YOUR SPONSORSHIP IS AN INVESTMENT IN COMMUNITY DEVELOPMENT

St. Croix Foundation is not your average community foundation! Founded as a small operating foundation in 1990, on the heels of Hurricane Hugo, our format has been both radical and trailblazing since our inception. Having made an intentional decision to forego endowment-building in exchange for holistic community- building, our unconventional philanthropic strategy has enabled us to accomplish more than organizations 10x our size. In our 28th year of operations, we are, today, exemplars of the impact of real grassroots philanthropy.

Our St. Croix Food and Wine Experience was borne out of the Foundation's commitment to self-sufficiency and holistic community development. Launched with the vision to build operating capacity for our organization, FWE is now an integral part of St. Croix's culinary scene and tourism product. Throughout the year, the event supports us in doing the gritty work of an *operating* foundation, enabling us to serve as both a *strategic* grantmaker and a service provider advancing a broad programmatic portfolio comprising community revitalization, economic development, education reform, nonprofit development and fiscal sponsorship.

Today, as we deepen our commitment to the Territory's Civil Service Sector, we are driving a progressive social change agenda as fierce advocates for St. Croix's nonprofits who are in turn driving some of the most important and promising social transformation work. Your support of the Experience directly supports the following priority areas:

Grantmaking and Direct Support for Local Nonprofit Organizations: In the aftermath of the hurricanes in 2017, the Foundation raised approximately 1.6 million dollars (almost exclusively through grants) of which more than \$800,000 was regranted to St. Croix nonprofits prioritizing those that support children and families. Additionally, through our 40+ fiscal sponsored projects, we are catalyzing investments in some of the most marginalized segments of our community. And, our Nonprofit Consortium of over 20 local nonprofits is becoming a *bona-fide model*, demonstrating a new, unified brand of Civic Leadership grounded in Service, Equity and *Collective* Social Impact.

Data Collection for Strategic Recovery: As a fundamental priority, the Foundation continues to serve as a data repository conducting surveys, convening focus groups, and compiling national and regional data reports, in order to inform our programmatic services and our agendas. We are also building an impressive portfolio of widely distributed publications which are framing community-wide dialogues around holistic community development.

Farming for Food Security & Small Business Development

In partnership with Coca-Cola, St. Croix Foundation recently launched the Farm-Tienda Agribusiness Grant Program to support local farmers as they continue to rebuild from Hurricanes Irma and Maria. The Program will award 4 (or more) eco-friendly container farm stands to eligible local farms as a vehicle for business expansion. The "Tiendas" will also serve as community hubs supporting local neighborhoods in the event of future disasters and will be equipped with solar panels, Wi-Fi and potable water buffalos.

Place-Keeping: Theatre Approved for Renovation & Retrofit

After over 15 years of patience, the Foundation was officially approved for Phase 1 Hazard Mitigation Grant through FEMA to renovate and transform our Alexander Theater into a state-of-the-art performing arts center and the only Community disaster shelter in Downtown Christiansted that can hold upwards of 300 people. The theater will be St. Croix's first modern indoor performing arts space and will serve as an economic stimulus for Christiansted. Our grander vision calls for developing the Square into a modern, culturally rooted public gathering space.

Community Solar Project

Now in its final development, our Solar Demonstration Program will install affordable, energy cost-reducing, solar-PV systems at 4 neighborhood community centers, including the Community Center for the Boys and Girls (formerly the Boys and Girls Club) providing energy independence and resiliency in the aftermath of a disaster. This project also has a comprehensive Workforce Development On-the-Job-Training component which will certify 40 local students as Solar Installers.









We'd love to see you in 2020... JOIN US APRIL 2-5th!

Contact us today on how you can join us as a sponsor, patron, or guest at the 2020 Experience.

Thursday, April 2

bond @ balter

Celebrity chefs, exclusive spirits, and delectable appetizers at balter restaurant create the perfect ambiance for active, passionate philanthropists to meet and mingle. *Invitation only. Please call 340.773.9898 for information on how to join us.*

Friday, April 3

SUNSET BBQ

Our much-loved Sunset BBQ is back! Bring the family out for the perfect Crucian sunset and finger-licking BBQ treats from some of St. Croix's finest restaurants and eateries. With live music, a raffle, and plenty of room to roam, there's something for everyone! Frederiksted Pier. 6pm. \$50 per adult, Children, \$25 each

Cork & Fork

The cosmopolitan Cork & Fork Dinner returns for 2019! Always with a renowned chef. Always in a stunning private home. Always the height of elegance and intimacy. *Call for location. 5:30pm.* \$1000 per person

Saturday, April 4 Wine in the Warehouse

Let your cup overflow with the spirit of philanthropy and raise a glass (or several!) to community. Enjoy Southern Glazer's Wine & Spirits' fine wines, appetizers, and live music. Wine sales available. Bohlke International Airways. 6pm. \$125pp

Sunday, April 5

Gourmet Vintner Dinner

This lively and community-centric dining experience pairs fabulous wines with a 5-course meal and includes a live auction. This event is not to be missed! 6pm. \$250pp

