



Request for Proposals Cataloguing & Prioritizing Research

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Background & Context

The BC wine industry has experienced significant growth over the past 30 years. International recognition has positioned British Columbia as a world-class wine region, generating meaningful economic impact with the industry contributing more than \$3.75 billion in economic activity, including over \$750 million in wages and \$440 million in tax revenue in 2019.

Today, the industry stands at a critical crossroads, characterized by:

- Climate variability and long-term climate change impacts on grape suitability and yields.
- Evolving market trends, consumer behaviour, and varietal/wine preferences.
- Significant vineyard replanting and long-term varietal uncertainty.
- Rising costs of production, labour availability challenges and operational pressures.
- An evolving inter-provincial regulatory environment and shifting consumer preferences and market dynamics.

In response, the BC Wine Grape Industry Task Force (WGITF) was established as an industry-led initiative to take coordinated action and strengthen the long-term sustainability of grape growing and winemaking in British Columbia. Over the next eighteen months, WGITF is investing in targeted projects and initiatives that address the most significant opportunities and risks facing the sector.

The Task Force is governed by an Advisory Committee comprised of leadership from five key industry associations, with a Program Delivery Team supporting coordination, communication, and reporting to ensure effective implementation.

Problem Statement

The BC wine grape sector currently lacks a structured and transparent framework to manage its research portfolio. Research activities are distributed across multiple institutions, funders, and timeframes, resulting in a fragmented landscape that is complex for industry to navigate and assess.

While this research generates valuable insights, the absence of a formal process to catalogue, organize, and evaluate existing work limits alignment with emerging climate resilience needs. There is no consistent mechanism to prioritize research, assess gaps and overlaps, or ensure alignment between research activity and industry priorities.

As a result, research efforts are not consistently coordinated or translated into actionable outcomes, increasing the risk of duplication, inefficiency, and underutilization of existing knowledge.

A defensible and repeatable framework for research inventory development, clustering, and prioritization is required to support coordinated decision-making and ensure research investments deliver measurable value to the sector.

Purpose

The Climate Resilience Working Group, one of six working groups under the Task Force, is seeking proposals from qualified proponents to design, pilot, and deliver a Research Portfolio and Prioritization Framework for the BC wine grape industry.

This project will establish a structured and transparent approach to cataloguing, organizing, and prioritizing research to better align research investments with industry needs and climate resilience priorities.

Specifically, the project will:

- Develop a structured and clustered research inventory for the BC wine grape sector
- Define innovation clusters aligned with key climate resilience challenges
- Design a repeatable research prioritization framework to guide decision-making and funding alignment
- Pilot the framework within a priority cluster to test its application
- Establish governance and processes to support ongoing maintenance, prioritization, and coordination of research

The resulting framework and tools must be practical, defensible, and accessible to industry stakeholders, including growers, wineries, researchers, and funding bodies. The work will be informed through structured engagement to ensure alignment with industry needs and long-term adoption.

Success will be demonstrated through:

- Delivery of a functional and user-ready research inventory that enables clear visibility of existing research across the sector
- Evidence of identified gaps, overlaps, and opportunities - in the piloted cluster - that inform future research direction
- A validated prioritization framework that can be applied consistently and supports transparent decision-making
- Demonstrated ability to apply the framework within a pilot cluster to generate prioritized research recommendations

- Clear, decision-ready outputs that support alignment between research activity, industry needs, and funding opportunities
- Stakeholder confidence in the usability and relevance of the framework and its outputs

This project will run concurrently with the Long-Term Industry Strategy, including the Environmental Industry Scan. The successful proponent will coordinate with the strategic planning consultants and leverage existing research, datasets, and related outputs to ensure alignment, integration of findings, and avoidance of duplication.

Value Proposition

This project represents an opportunity to transition the BC wine grape sector to a more coordinated, strategic, and impact-driven approach to research investment.

The successful proponent will enable the industry to:

- Make more informed and transparent decisions about where to allocate limited research funding
- Improve alignment between research activity and the most pressing climate resilience challenges facing the sector
- Increase the return on past and future research investments by improving visibility, coordination, and application of existing knowledge
- Reduce the risk of duplication and inefficiencies across research efforts
- Strengthen the connection between research outputs and practical, on-farm practices.

Success will be demonstrated through improved alignment between research investments, industry priorities, and funding opportunities, as well as increased confidence among stakeholders in how decisions are made and implemented.

Scope of Work

The successful proponent will complete the following core components. Proponents are encouraged to recommend a phased or streamlined approach that preserves the intent and outcomes while ensuring feasibility within scope and budget.

Component	Objective	Deliverables
Clustered Research Portfolio	Develop a structured, clustered inventory of research for BC wine grapes.	<ul style="list-style-type: none"> • Documented methodology for creating, maintaining, and updating the research

		<p>inventory</p> <ul style="list-style-type: none"> • Research inventory (structured, filterable database or working file) with reporting functionality • Defined innovation clusters with supporting descriptions • Reporting tool / a dashboard that enables identification of current state, gaps, and opportunities
Research Prioritization Framework	Establish a repeatable and defensible framework to prioritize research that guides industry funding and research decisions..	<ul style="list-style-type: none"> • Stakeholder Map (with CRM or equivalent) • Research Prioritization Framework (criteria, methodology and process) • Terms of Reference to govern administration and implementation of the Framework
Pilot Prioritization Process	Test and refine the research inventory and prioritization framework through application within a selected innovation cluster.	<ul style="list-style-type: none"> • Pilot application of the framework within a selected cluster • Summary brief of prioritized research opportunities and identified gaps • Refined framework and supporting tools • Recommendations for broader implementation across Innovation Clusters.

Stakeholder Engagement

The successful proponent will work collaboratively with:

- Climate Resilience Working Group
- BCWGC / CGCN R&D Committees
- Grower and winery subject matter experts
- Researchers and academic partners
- Government and public data providers
- Industry innovation and technology partners

Engagement must:

- Be structured and efficient
- Surface needs before “validation” (i.e. engagement must inform the work, not only confirm it)
- Support credibility and transparency
- Avoid duplication with other active initiatives and leverage work underway where possible
- Produce findings that are defensible and usable by the Advisory Committee

Timeline & Location

It is anticipated that this project will commence in April 2026 and run for approximately three months (April – June 2026), with a presentation to the BCWGC R&D Committee on June 18, 2026. The proponent must provide a detailed project schedule as part of the proposal that highlights any possible dependencies on related initiatives and any assumptions regarding availability of parallel project outputs. Engagement sessions may occur virtually and, if required, in person.

Budget

Proponents must provide:

- A detailed cost breakdown by phase/component
- Clear assumptions related to scope and engagement approach
- Identification of efficiencies where coordination with related initiatives may reduce duplication or cost
- Opportunities for cost-sharing or other external funding sources if applicable
- Any optional enhancements

Proposal Requirements

Proposals must include:

- Organization profile, relevant experience, project team
- Proposed approach, to include stakeholder engagement approach, and work plan
- Data and information requirements
- Detailed fee proposal
- References

Evaluation Criteria

Proposals will be evaluated holistically, with emphasis on clarity, feasibility, and alignment. Key criteria include:

- Demonstrated understanding of research and innovation systems, including experience working with applied research, knowledge transfer and translation
- Experience designing prioritization frameworks and governance models, including structured decision-making processes
- Strength of the proposed approach, including the practicality, usability, and scalability of the research inventory, prioritization framework, and associated tools
- Practicality and feasibility within timeline and budget
- Value for money

Submission Instructions

- For any questions / inquiries please contact [Abbie Morris](#) and [Lindsay Kelm](#).
- Please submit your proposal in pdf format via email to abbie@bcwinegrapeindustry.com by 17:00 PST on Friday, April 10, 2026.
- Final decisions will be made by the Advisory Committee in April 2026.