# **Calendar of Events**

info@finechocolateindustry.org

October 16, 2025

FCIA Webinar: Maximizing Sales at Chocolate Festivals & Farmers Markets

01:00 PM - 02:00 PM EST

Turn festival traffic into loyal customers & boost your sales this season

Date: Thursday, October 16th at 1:00 p.m. ET.

Time: 1:00 PM (Eastern) Where: Live on Zoom

Cost: Members are Free | Non-Members: \$75

Bonus for attendees: Free download: Festival Success Checklist

Why attend

In this fast, practical session you'll learn how to turn busy festival foot-traffic into real revenue without feeling pushy.

The proven do's & don'ts that make (or break) festival sales
How to design a booth that attracts buyers and keeps them coming back
Smart sampling, bundling, and upselling strategies that feel natural
A step-by-step checklist so you never miss a sale or leave money on the table
How to spot and maximize wholesale opportunities

Perfect for chocolatiers, confectioners, farmers-market vendors, and specialty food makers who want a confident, repeatable system for event success.

What you'll get

Actionable tactics you can implement at your very next festival Examples and checklists you can adapt to your brand Live Q&A to get your specific questions answered A downloadable Festival Success Checklist for quick reference

Who should attend

Craft chocolate makers & chocolatiers
Farmers-market and pop-up vendors
Specialty food brands selling direct to consumer
New vendors preparing for their first event and seasoned sellers ready to level up

Meet your host

Ricardo Trillos, The Choconnector, helps chocolate businesses turn event traffic into profitable, repeatable sales systems. Expect real-world tips, simple tools, and a friendly push to take action at your very next show.

How it works

After you register, you'll receive a confirmation email with your unique Zoom link. On event day, join a few minutes early to test your mic/camera if you plan to participate in Q&A.

Attendees receive the Festival Success Checklist at the end of the session.

Save Your Spot

Don't wait until after the event to wish you'd joined us. This is your chance to learn proven strategies that can boost your sales at your very next festival. Register now so you're ready to hit the ground running on October 16th.

October 28, 2025

#### **FCIA Connect for Members**

07:00 PM - 08:00 PM EST

Join fellow FCIA members for an evening of inspiration, insights, and industry connection. These informal sessions are your chance to share what's working, swap festival and holiday sales strategies, and hear updates on what's ahead for FCIA. Don't miss this opportunity to be part of the conversation that's shaping the fine chocolate community.

Exclusive to FCIA Members.

Click Here to Register

November 5, 2025

### **FCIA Open House for Non-Members**

08:00 PM - 09:00 PM EST

Thinking about joining FCIA? This is your chance to meet our Board of Directors and staff, ask questions, and discover how membership connects you with the most innovative voices in fine chocolate. Learn how members are growing their businesses, finding collaborators, and gaining visibility through FCIA programs and events. Free to attend: Reserve your spot and see what you've been missing! Click Here to Register

November 13, 2025

#### **FCIA Connect for Members**

04:00 PM - 05:00 PM EST

Before the busy holiday season kicks into full swing, take an hour to connect with peers who understand your world. We'll discuss year-end opportunities, member updates, and the inside scoop on upcoming FCIA initiatives. These sessions are where new partnerships begin and ideas spark — you'll want to be in the (virtual) room! For FCIA Members only.

Click Here to Register

November 15, 2025 - November 16, 2025

#### **Secaucus Coffee and Chocolate Festival**

Times for each day are on the website.

The Secaucus Coffee & Chocolate Festival is a celebration of all things coffee and chocolate related... and then some! Attendees will sample a variety of coffee roasts and styles, along with a multitude of decadent chocolate-themed sweets from local and surrounding area businesses. Join local coffee shops, gourmet roasters, artisan chocolatiers, wineries, bakeries, and so much more. Explore additional exhibitors and their products and purchase items to take home. What better way to kick off the holiday season?

Where: Meadowlands Exposition Center - 355 Plaza Drive Secaucus, NJ 07094

When: November 15-16, 2025

Learn More & Buy Tickets

November 15, 2025 - November 16, 2025

#### **DMV Chocolate & Coffee Festival**

Times and info are on the website

Celebrate the best in craft chocolate and specialty coffee at the DMV Chocolate and Coffee Festival, bringing together local and international makers, chocolatiers, roasters, and enthusiasts. This delicious event highlights the artistry, flavor, and passion behind two of the world's favorite indulgences. Attendees can enjoy tastings, meet artisans, shop from a wide range of vendors, and learn through interactive demonstrations and presentations. A perfect opportunity for chocolate and coffee lovers to explore new flavors, connect with makers, and support small businesses in the DC–Maryland–Virginia region.

Click Here to Learn More

February 16, 2026 - February 22, 2026

#### Chocoa 2026

Times and info are on the website

Join the Amsterdam Cocoa Week and benefit from the many business to business events that attract a large variety of stakeholders from the global cocoa and chocolate industry. Chocoa is part of the Amsterdam Cocoa Week from 16-22 February 2026.

Learn More and Buy Tickets

March 7, 2026 - March 8, 2026

## Salon du Chocolat NYC

Times and info are on the website

Salon du Chocolat is a unique global event that celebrates the world of chocolate in the heart of New York City. This event brings together chocolatiers, artisans, pastry chefs, experts, and businesses throughout the world who have one thing in common: their passion for all things chocolate!

Learn More and Buy Tickets

April 11, 2026 - April 12, 2026

## **Southwest Chocolate & Coffee Festival**

Times and info are on the website

Now in its 16th year, the Southwest Chocolate and Coffee Fest brings over 20,000 chocolate and coffee lovers face-to-face with over 200 of the finest chocolatiers, coffee roasters, candy makers, bakers, and culinary artisans from around the world.

With endless tastings, staged demonstrations, live music, and hands-on classes, it's the ultimate experience for foodies, families, and anyone who loves a little indulgence.

Learn More and Buy Tickets