

# THOUSANDS ATTENDED

The show welcomed **thousands of guests** and delivered **millions of impressions** in just three short days.





# **AUDIENCE PROFILE**

| Household Income      | %   |
|-----------------------|-----|
| \$50,000 - \$75,000   | 21% |
| \$75,000 - \$100,000  | 23% |
| \$100,000 - \$150,000 | 17% |
| \$150,000 - \$250,000 | 7%  |
| \$250,000+            | 4%  |

| Age     | %   |
|---------|-----|
| 18 – 24 | 2%  |
| 25 – 34 | 8%  |
| 35 – 44 | 16% |
| 45 – 54 | 36% |
| 55 – 64 | 23% |
| 65+     | 15% |

| Planned Purchases            | %   |
|------------------------------|-----|
| Landscaping / Outdoor Living | 39% |
| Floor Coverings              | 29% |
| General Remodeling           | 18% |
| Bathroom Fixtures            | 18% |
| Furniture                    | 18% |
| Appliances                   | 16% |
| Interior Décor / Accessories | 15% |
| Windows / Doors              | 14% |
| Countertops                  | 13% |
| Outdoor Lighting             | 13% |
| Cabinetry                    | 13% |
| Pools / Spas                 | 10% |

# POWERFUL PARTNERSHIPS

The Southern Ideal Home Show partnered with leading media outlets and outstanding sponsors to extend exposure and generate maximum engagement. In addition, partners and sponsors created fun and interactive features within the show.











# SCENES FROM THE SHOW

5



Chris & Peyton Lambton, HGTV's Going Yard



**Belgard Gardens** 



**Designer Rooms** 



**Local Artists** 



**Building & Home Improvement** 



**Outdoor Living** 

## MILLIONS OF IMPRESSIONS

The Southern Ideal Home Show was promoted through an extensive paid and promotional advertising campaign to spread the word, attract a qualified audience and promote your participation. The campaign generated outstanding live coverage and television, radio, newspaper and magazine exposure throughout the region.



# MILLIONS OF IMPRESSIONS

|                        | Impressions |
|------------------------|-------------|
| Television Advertising | 14,672,843  |
| Radio Advertising      | 1,876,700   |
| Newspaper Advertising  | 789,818     |
| Official Show Program  | 59,203      |
| Specialty Publications | 823,752     |
| Public Relations       | 926,267     |
| Official Show Website  | 38,664      |
| E-Newsletters          | 5,100       |
| Direct Mail            | 100,000     |
| Billboards             | 920,013     |
| Total Impressions      | 20,212,360  |

#### TELEVISION ADVERTISING

The following television partners promoted the show through paid and promotional spots, interviews, website advertisements, E-Newsletters, Facebook, Twitter, and onsite promotions resulting in **14,672,843 impressions**!





276 Spots 4,227,942 Impressions 216 Spots 630,901 Impressions





33 Spots 355,000 Impressions 22 Spots 9,459,000 Impressions

# RADIO ADVERTISING

The following radio partners promoted the show through paid and promotional spots, interviews, website advertisements, E-Newsletters, Facebook, Twitter, and onsite promotions resulting in **1,876,700 impressions**!









288 Spots 1,441,200 Impressions 207 Spots 369,500 Impressions



22 Spots 66,000 Impressions

### PRINT ADVERTISING

30 paid, promotional and online advertisements in the *News & Record* promoted the show throughout a three week campaign, generating **789,818 impressions**. The paper also produced and distributed the Official Show Program to their full circulation of **59,203 subscribers** on Saturday, March 17. An additional 5,000 copies were overprinted for distribution at the show.

The show was also advertised in *O'Henry Magazine*,

Triad Living Magazine, Carolina Gardener Magazine,

Burlington Times-News, Winston Salem Journal,

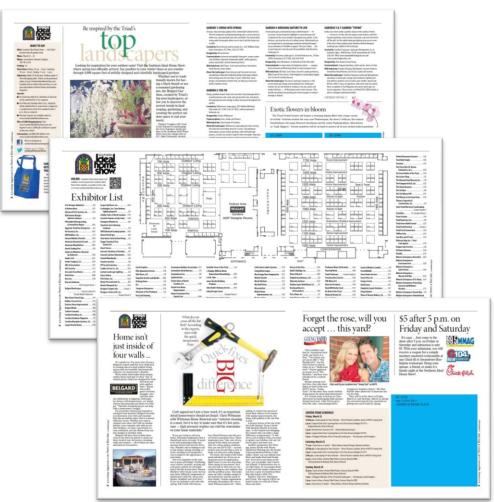
Highpoint Enterprise, Northwest Observer, Yes! Weekly,

Jamestown News and the GBA Membership Directory to
a potential reach of 823,752 readers.



# OFFICIAL SHOW PROGRAM





#### RADIO & PRINT TRADE

To generate additional media exposure, radio stations throughout the region partnered with the show to conduct ticket giveaways, interviews and on air promotions. In addition, community newspapers and magazines across the state ran advertisements and listed the show in their calendar of events to promote the show to readers and advertisers. Combined, this increased awareness through fun on air and in paper contests for both listeners and readers.

Radio Trade Value: \$632

Print Trade Value: \$4,635



## PUBLIC RELATIONS

Press releases, media alerts and personal outreach by our Public Relations firm resulted in numerous articles about the show that highlighted show sponsors, exhibitors, celebrity guests and special features. In total, press clippings and articles generated **926,267 impressions**.



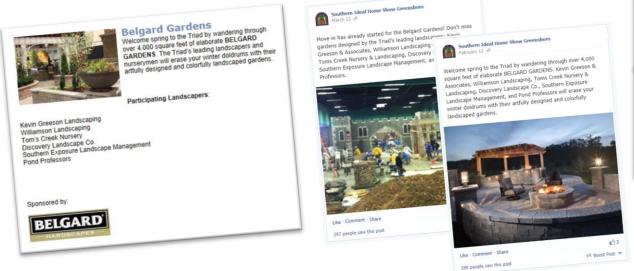




# WEB, FACEBOOK & E-NEWS

The show connected with thousands of fans through the website, Facebook Page and E-Newsletter campaign.

- 38,664 web impressions
- Weekly status updates to over 550 Facebook fans
- Five E-Newsletters to over 1,000 subscribers





## **COUPONS & TICKETS**

Money saving coupon and ticket offers drove attendance. Electronic coupons were available through the show website, and **100,000 direct mail postcards** were mailed to targeted zip codes in the triad. In addition, thousands of complimentary admission tickets were distributed to sponsors, media partners and exhibitors to share with customers and boost show traffic.







## BILLBOARDS

Billboards attracted attention. Three billboards located at key intersections in Greensboro were displayed for four weeks prior to the show, generating an estimated **920,013 impressions**.



# SCENES FROM THE SHOW













### **OUTSTANDING EXHIBITORS**

A & J Designs Unlimited

A Kitchen Must

Advanced Tech Systems, Inc.

AEK Interior Design/Gilchrist Cabinet Co.

Aerus Electrolux

Affordable Waterproofing & Foundation Repair Carolina Gardener Magazine

Aggrand -Triad One Enterprises

Air Accuracy, Inc. AKR Builders, Inc

All of Us

Amanzi Marble & Granite

American Aquascapes Watergardening Inc.

American Basement & Crawl American Central Vacuums American Wood Reface Amish Trading Post

Andersen Windows, Renewal by Andersen

Angie's List

Arndt's Fudgery, LLC ARS of Greensboro

**ASG Security** 

Avocados from Mexico Baker Roofing Company Bassett Gutters and More

Bath Fitter Beco Inc.

Bees N Things.com
Beeson Hardware
Belgard Hardscapes
Blue Haven Pools & Spa
Bobby's Concrete Inc.
Brytons Home Improvement

Budget Blinds Cabinet Concepts Carden Farms

Cardinal Curbing, Inc.

Carolina Candy Company

Carolina Grout Works

Carolina Mosquito Systems, LLC

Carolina Shutter & Blinds Carpet One By Henry Carpets By Direct, Inc.

Castlelights, Inc. Your Outdoor Lighting Experts!

Casual Furniture World

Cellular Sales of North Carolina CertaPro Painters of the Triad

Champion Window Co.

Charlotte Tent & Awning Company CHIC Advanced Coating System

Choice Pool & Spa

Clearwater Construction Group Clegg's Termite & Pest Control LLC

**Closet Curves** 

Concrete Solutions of Carolina Concrete Surface Alternatives

Cornich Woodworks
Country Junction
CPI Security Systems
Crabbe Service Company
Custom Landscape Lighting

Cutco Cutlery D & B Sales, Inc.

Davey Tree and Lawn Co.

Dennis Vineyards Winery Designer Sample Sale Designer's Attic of NC, Inc.

Dick Crowder Woodwork and Stone Etching

Discovery Landscape Company

DISH

Distinctive Designs Inc Dixon Custom Cabinetry, LLC

Dougherty Equipment Co.

Dream Closets, Inc Duplin Gourmet Foods Duplin Wine Cellars Earth Graphics

Earthstone Products
Elite Aquarium Services

Elite Doors, LLC.

Entrance Upgrades LLC Exquisite Granite and Marble

EZ Hang Chairs

FCI

Ferguson Enterprises
Fibrenew of The Piedmont

First Call Cleaning & Restoration, Inc. Furniture Medic by Tom DelVecchio

Garden Genesis Residential Landscape Design

General Shale Brick German Roasted Nuts Golding Farms Foods

Great Day Improvements & Patio Enclosures

Green Valley Landscaping Green Visions Landscape

**Greensboro Builders Association** 

### **OUTSTANDING EXHIBITORS**

Greensboro Shrub Nursery

GripStic

GrowinGreen Inc.

**Guilford Pools** 

Gutter Glove of North Carolina, LLC Hassle Free Home Improvement

Heartridge Builders

Home Paramount Pest Control, Inc.

Horizons Ltd.Com

Impressions Hardwood Collection

Innovative Product Sales International

Insulating Inc. / Foam Works Insulators, LLC

Integrity Marble & Granite, Inc.

Interior Design Solutions by Maria, Inc.

Invisible Fence of the Triad

J. Douglas Millican

J.A.M. Sales

James Hardie Building Products John Budd's Chimney Service

Jollay Design Center

Kevin Greeson and Associates Inc.

Kitchen Craft

Landplus Landscape Design Inc.

Le Bleu Bottled Water LeafFilter Gutter Protection

Leisure Time Decking, Inc.

Leonard Buildings & Truck Accessories

Liberty Mutual Insurance Little Giant Ladder Systems

Living Waterscapes

Lowe's Home Improvement Mac Garage Door Co. Inc.

Malave Granite Marsh Kitchens

Marshall Stone

Massanutten

Mathis Home Improvements, Inc.

Mattress Firm Mattress4you

Monkey Bars Garage Storage Systems

Mosaic Tile Company

Mosquito Squad of the Triad

Mosquito Terminators

Mustard Seed Nursery, Inc.

My Kitchen My Way -

Personalized Kitchen Remodeling

My Pillow

Natural Home Lite NC Solar Now Nectar of the Vine Ned R. Eldridge, Inc. News & Record

Oakdale Greenhouses, LLC OHM Glass & Showers

Oldcastle Surfaces

Oreck & Miele Vacuums

Outdoor Space Redefined, LLC Overhead Door Co. of Greensboro

Pace-Stone, Inc.

Pella Window & Door Co.

Perfection Plus Concrete Polishing Systems

Pest Management Systems, Inc.
Phantom Screens & DuraSol Awnings

**Phoenix Trading** 

Piedmont Natural Gas Co.

Piedmont Personal Builders, LLC

Piedmont Stone Inc.

**Piedmont Water Purfication** 

Pine Hall Brick

Pond Lake Management

Pond Professors

**Precision Door Service** 

Pro-Image Painting & Decorating

PRP Wine Int'I

Quality Home Products - Infinity Lights & Solar

Tables

R. Hedgecock's Framing Studio

Rain Line Products

Rainbow Distributors / B&B Myers

Rainbow Play Systems of Georgia Carolina

Rand Hill/Darby Creek Re-Bath of the Triad Redneck Brands LLC

Reece Builders

Richs Hand Carved Root Baskets

Rising Concepts, Inc. Rocky Tops, Inc. Roofing, Inc.

RSVP Publications S&S Siding, Inc.

Salem Windows & Doors, Inc.

Saniflo

Scentsy Wickless Candles

ScreenMobile

Sears Home Services

Secure One, Inc

### **OUTSTANDING EXHIBITORS**

Seegars Fence

ShadeTree Retractable

Shelf Genie

Simplicity Sound Solutions

Sleep Number

Slices of Heaven Bakery, Inc.

Softub

Solar Innovations SolarTek Energy

Southern Custom Shutters

Southern Exposure Landscape Management

Southern Exposure Sunrooms Southern Foods at Home Southern Home Spas Super Sod of The Triad Superior Mechanical, Inc. Superior Pools of Charlotte Inc.

Talley Water Treatment Company Inc.

**Tarheel Basement Systems** 

Tastefully Simple

Terminix

The Closet Bee

The Grout Medic of the Triad

The Louver Shop

The Pampered Chef, Ltd. The Stone Resource, Inc.

The Tin Man

The Tint Wizard 3M

The Winery at Iron Gate Farm

Thirty-One Gifts

Thomas Carpentry & Construction, Inc.

Time Warner Cable TLC Custom Exteriors

Tom's Creek Nursery & Landscaping

Total Bliss Tower Garden Triad Dog Fence

Triad Green Build Council Triad Orchid Society Triad Porch Conversions

**TURFworthy** 

Two Men and A Truck

Ultimate Edge Inc. / Triad Curb Appeal

Unique Bulbs

Unique Lawn Service US Home Exteriors Vida pour Tea Vinyl Exteriors

VitaMix

Webster Enterprises-Bon Air Sprayer Webster Enterprises-Boom Box Webster Enterprises-Eurosteam Iron Webster Enterprises-Garlic Grater Webster Enterprises-Miracle Grill Mat Webster Enterprises-O So Sharp

Webster Enterprises-PowerStep Exercise

Webster Enterprises-Steam Mop

Webster Enterprises-Thunderhead Showerhead

Webster Enterprises-XHose Weeks Hardwood Flooring, Inc.

WF Waterscapes

Williamson Landscaping Wind Designs - The Flag Shop Window Works Studio, Inc. Window World Of The Triad Wittmann Home Renewal

# SCENES FROM THE SHOW













### EXHIBITORS SAY IT BEST

The wonderful people in charge of the show were so nice to work with. I can't thank you enough for giving our brand new, local business a shot. We made lifelong contacts and the support that Southern Shows gave Vida pour Tea was outstanding. – Sarah Chapman, Vida pour Tea

I am so excited about the interest that we received as a first time vendor, it is overwhelming! I did not go into the show with a lot of expectations, we just thought if we get one or two appointments / leads then we were doing well. We have 19 booked appointments all from the attendees at the show, and to win the Best of the Show just topped the cake! We are already planning our booth for next year. - Angie Kearns, AEK Interior Design

The Southern Ideal Home Show is always a great event for us. We receive a lot of work from the leads we gather and it's a great way to continue brand awareness. - Lee Williams, Cabinet Concepts

# **JOIN US IN 2014**

The quality of the show depends on the quality of our exhibitors. Thank you for helping us to create a wonderful event for show guests.

Next year's show is scheduled for March 28 - 30, 2014

Mark your calendar now!

For more information:

**Katie Debnam** 

Show Manager 800.849.0248 x 105 kdebnam@southernshows.com

Click here to apply for the 2014 Southern Ideal Home Show!