

## SOUTHERN IDEAL HOME SHOW RALEIGH FALL REVIEW SEPTEMBER 23 - 25

# SHOW HIGHLIGHTS



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## SHOW GUESTS

- The 42<sup>nd</sup> edition of the Southern Ideal Home Show was a huge success! The show welcomed between 18,000 and 22,000 guests over the course of the three day event.
- Thank you for being an integral part of the show and for helping us create a quality event for show guests!



#### **AUDIENCE PROFILE**

Household Income	%
\$50,000 - \$75,000	14%
\$75,000 - \$100,000	16%
\$100,000 - \$150,000	24%
\$150,000 - \$250,000	7%
\$250,000+	5%

Age Range	%
25 - 35	7%
35 - 44	13%
44 - 55	30%
55 - 64	31%

Planned Purchases	%
Landscaping/Outdoor Living	33%
Bathroom Fixtures	32%
Countertops	32%
Floor Covering	30%
Furniture	29%
Interior Home Accessories	22%
Appliances	21%
Cabinetry	18%
Interior Lighting	17%
General Remodeling	15%

#### SPECIAL GUEST APPEARANCES



#### NATIONAL EXHIBITING COMPANIES































## IT'S ABOUT RESULTS

The Southern Ideal Home Show is committed to creating the best consumer show that works for you.

We succeed when YOU succeed!

Spring and Fall Editions	Value
Electronic Advertising & Promotion	\$ 89,109
Print Advertising & Promotion	\$84,747
Public Relations	\$61,958
Grand Total	\$235,814

### ELECTRONIC ADVERTISING

#### Television and radio generated \$173,856 worth of exposure!

#### **Television**

- An aggressive paid and promotional ad campaign saturated households across the Triangle.
- Combined with our public relations efforts and interviews – the results landed hundreds of commercials and millions of impressions.



#### Radio

- Four leading radio stations delivered hundreds of radio spots during a ten day period.
- Combined with promotions, contests and ticket giveaways, homeowners were engaged and excited about the show.









### PRINT ADVERTISING

- Print, and online advertisements created \$176,205 worth of exposure!
- Newspaper ads, online banners, direct mail, magazine ads and exhibitor postcards promoted the show throughout a four week campaign. 144,075 show programs were distributed in the News & Observer Saturday prior to the show, with another 5,500 distributed at the show.







## PUBLIC RELATIONS

The show was also promoted in press clippings, news stories and interviews through various TV and radio stations, publications and websites, ultimately generating **1,631,638** impressions.

Columnists listed the show on event page calendars in newspapers and on websites. They also promoted individual stories and sponsors in the show.



HGTV host Dina Manzo will be in Raleigh on Sunday.

#### 'Real Housewife' turns HGTV star

By Adrienne Johnson MARTIN STAFF WRITER

ou might remember Dina Manzo from Bravo's "The Real Housewives of New Jersey," as the Zen decorator with the hairless cat. Or maybe you remember her for being the one who left the show when the drama with a certain seemingly unstable neighbor became too

These days, the only drama Manzo is dealing with - at least on TV - is along the lines of whether the drapes create the right backdrop for the adult prom dreamscape she's creating. That's just one of the projects she tackles on her HGTV show "Dina's Party." It airs at 10 p.m. Saturdays.

Manzo, an accomplished interior designer with an event planning company called Design Affairs, is coming to town Sunday for an appearance at the Southern Ideal Home Show. We caught up with her over

the phone as she was pulling together a sweet 16 party, as part of Project Ladybug, her foundation that gives back to children with cancer.

"We're working so hard because we want it to be so perfect for her," Manzo said. Q: You've been on three

shows. Is this the one you were aiming for or was it a consequence of the others? A: I never aimed to be on

TV. They came to me. But if I had, yes, this would be the one. I did them because I thought they would be great for my business, great for my husband's business. When we started the "Real Housewives," it was a nice show about women.... It was good until it got so drama-related.

**Q:** How would you say you developed your design eye? A: I would have to give that

credit to my mom. I'm the youngest of 11 children. My mother never drove, never left

SEE MANZO, PAGE 4D

the house. She created everything. She couldn't buy toys for all of us, so she made us create them. We made our own clay. She constantly trained us to be creative. I remember as a little girl always redecorating my room, moving the stuffed animals around. But I think you're born with it. You either have an eye for design or you don't.

Q: You seem to like opulence. How would you sum up your design? A: That's one little thing that

bugs me about the show. It shows my office and it seems like my home and there are shelves and shelves of crystal. But if you see my home on "The Real Housewives," it's

not like that. I wouldn't say opulence. I look for things that speak to me and I put them in my house. ... The word is used a lot, but I think it's true: I'm

Q: What's the biggest mis-

take people make when conceiving a special event?

A: A lot of people tend to forget to make it about the guest of honor. A party should have meaning or what's the point? That might mean there might be a strange element, but if people know that person, they'll get it.

#### Hoping to inspire

Q: Is that personal element what you would like people to get from your show?

A: I want people to be inspired. In the episodes moving forward, you'll see a lot of inspirations, a moment when people say "I could never do that." I want people to see something they love and take something away from the

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MEDIA CONTACT: Jennifer Reece (440)543-8615

World Record-Setting Ocean Rower to Speak in Raleigh Katie Spotz Shares Details of Her Adventures at Southern Ideal Home Show

Newbury, Ohio—August 18, 2011—Katic Spotz, who set a world record as the youngest person to row solo across the Atlantic Coean in 70 days, will speak in Klalegh, NK, at the Southern Ideal Home Show on September 24. Named one of Gilmour magazine's Women of the Year, Spotz is known for her efforts to raise awareness of the global need for clean drinking water through such adventure as her 3,038-mile. Atlantic Coean row, a team bisyel race across America in loss that neight days, and a record-estings win the length of the Alleghery Niver.

Spotz will share her inspirational story in For the Love of Water: The Adventures of Katie Spotz at the Southern Ideal Spotz with state the inspirational story in For the Love of water. The Internation of Kathe Spotz as the Southern Love Home Show at 1 p.m. on Saturday, September 24. Her presentation, courtesy of Advanced Water Systems—Kinetico includes photos, video, readings from her daily sea log and insights into the mental and physical challenges of spending 70 days along at sea. Before and after the presentation, visitors can meet Katic Spotz at the booth of Advanced Water Systems—Kinetico booth #419 in the Jim Graham building

"Katie's appearance in Raleigh is one of a number of stops to promote the importance of clean drinking water. This is and up-closs-and-personal, multimodia presentation designed to immerse the auditmoc in a sense of the file at sea and what the learned on this amazing journey," said Eugene Smells, hr. VPL, of Advanced Water Systems. Her talk is popular with people of all ages—leaving auditness inspired and motivated. Spotz has also become a female role model for girls and young women with her powerful message—"believe in yourself."

In addition to her tales from the sea, Spotz will recount details, including unexpected adversity, during her recent challenge—the Race Across America—a relay bicycle race that she trained for with the goal of setting a world record. One week before the race, a training accident left her with a broken petix. With ne doctor's permission, she berrowed a hand cycle and instead of focusing on winning, she committed herself to competing and ultimately contributing to her team's effort to finish the race. Although setting a record was out of the question, finishing the race turned out to be an accomplishment in itself, adding a new chapter to Spotz's solt.

Today, Spotz works in marketing for Kinetico Incorporated, a world leader in water treatment and a sponsor of her row

Advanced Water Systems, Inc. is a family-owned and operated authorized independent Kinetico dealer serving central Assurace n mer systems, me. is a jumis-vormen and operated autorized integretion in network occurs serving central & eastern borth Cordina and southenern Virgina for over 25 years. Working with residential and commercial customers, alwanced Water systems offers prefessional water evaluations and solutions to help address customers' water quality needs and concerns. Carrying a complete line of Kontico's important esolutions for water quality issues, Advanced Water Systems offers systems for both whole house water issues such as softening and filtration as well as drinking water filtration and purification for optimum health, through exemplary customer service and superior products.

About Kinchos Incorporated Headquartered in Newbary, Ohio U.S.A., Kinetico is a leading manufacturer of water treatment systems. An extensive network of Kinetico declers serving residential and commercial customers has helped more than a million people in menty 100 countries experience the henglis of better water. Since 170 K. destreto has offered state-of-the-art water and the control of the countries experience the lengths of better water. Since 170 K. destreto has offered state-of-the-art water treatment systems that serve customers in an expanding variety of applications. The company also has offices and facilities in the United Kingdom, Canada, France and Denmark. Further information is available at

#### SOCIAL MEDIA

2033 show guests visited the Facebook page the week of the show.

The Facebook Page is updated continuously in the weeks leading up to the show to excite guests and promote special features, celebrity guests, exhibitors and sponsors. The page allows us to interact directly with show fans and stimulate conversation about special show features and

promotions.



## WEBSITE EXPOSURE

- The show website generated 53,949 web impressions!
- The site provides guests with general show information, promotes special features, celebrity guests and stage schedules and encourages traffic to the show.
- PLUS...over 300 exhibitors created free interactive web pages on the site.



## E-NEWSLETTERS

Three E-Newsletters were sent to over 4,000 previous show guests!

The E-Newsletter campaign sent show updates and special offers all designed to drive traffic to the show.

#### Come Party with Dina Manzo from HGTV'S 'Dina's Party'



With her unique sense of style and fun-loving personality, "Real Housewives of New Jersey" star Dina Manzo is always thinking about new and fun ways to throw events for her party-planning company, Designer Affair (Designer Affair.com) This fall you'll be able to follow along as she brings her lavish events to HGTV in her new weekly partyplanning series, "Dina's Party". She's bringing that excitement and flair to quests at the Southern Ideal Home Show Sunday, September 25 at 1pm in the Jim Graham Building!

#### The Show Opens Tomorrow!

Three days of jam-packed activities that will inspire, inform and entertain you

Here are the Top Ten Reasons You Should Attend!

- Meet Bravo TV TOP Chefs Kenny Gilbert and Chef Erika Davis.
- and HGTV "Dina's Party"

  4. Designer Attic Sale. Shop for one of a kind furnishings, accessor
- and fabric at bargain prices.

  5. Meet Katle Spotz. Endurance Athlete. Spotz will share photos rideos and memories from her world record feat-her 70-day journe
- as the Atlantic Ocean
- rowing across the Atlantic Coean: Kitchen & Bath. Check out the latest Kitchen and Bath trends. Landscaped Gardens and outdoor spaces will inspire you. CARE Pavillion. Find out how your home can help take care of you. 'The CARE Pavilion is a one-stop shop for those looking for informat Ask "Our" Experts Pavillon. Get tips and advice from experts face-to-face
- Ann. AUT EXPERIS PREVIORS. Use tips and advice from experts face-to-fac its the go to resource for your home improvement questions. Habitat ReStore Yard Sale. Support Wake County's Habitat for Humanity just by picking up big bargains on home improvement items at the ReStore Yard Sale.

SAVE \$4.00 Cff Admission! If you're a Hometalk member (Not yet? Sign\_up\_cox/life free ), visit Hometalk com and click on the Home Show banner (will be located above the weekly Hometalk (giveaway section) to download your outpon. Be sure to print your outpon and bring it with you

See you at the show!

#### Become a Hometalk Member & SAVE \$4!



Become a Hometalk member (it's free!) and get your \$4 discount to the show. CLICK HERE FOR S INSTRUCTIONS. If you are already part of the Hometalk community just log in to Hometalk.com and download your coupon.

Download your coupon now: CLICK HERE FOR INSTRUCTIONS.

Be sure to print your coupon and bring it with you to the show (only documented confirmations will be honored)

#### What else will you find on Hometalk?

Advice, weekly giveaways, connections to terrific professionalsso in the meantime, if you've got a home improvement or gardening project in mind, LOG IN TO HOMETALK to discuss your plans and get ideas, feedback and the info you need to get it right...the first time.

See you at the show!



September 23-25 N. C. State Fairgrounds FREE Parking

# **EXHIBITOR COMMENTS**

Southern Shows makes it very easy to do business.

This was one of best shows ever. We had great traffic!

CHRISTINE TINGEN, Ferguson Enterprises, Inc.

After many ears of being in the Southern Ideal Home Show, I feel this past Fall Show was our best ever. We generated more solid leads that turned into sales. Our ROI was substantial. We had excited customers and my sales staff was enthusiastic because guests were not "just looking". Debbie and her staff helped out with marketing tips that made a difference. We are excited about gearing up for the spring show!

HARRY HARLES, Brentwood Carpets Flooring America

We like dealing with locals...like Southern Shows. RICK STROUP, Gutter Glove of North Carolina

The Southern Ideal Home Show was a perfect opportunity for The Cookery to connect with an interested Raleigh market. The two weeks following the show was the proof of the pudding – we had numerous calls, emails and Culinary Workshop bookings that linked back to our exposure through Southern Shows. And not only were these contacts people we met at our exhibit, but also friends and family of those contacts. The marketing impact of these shows is undeniable.

ROCHELLE JOHNSON, The Cookery

The show's management team is very professional and dedicated to putting on a quality show. We look forward to being part of the Southern Ideal Home Show for many years to come.

BEVERLY & JERRY LEE, Triangle Home Improvement Magazine

The Fall '11 show was one of the best for the Habitat ReStore Yard Sale. What a great way to promote our newly opened ReStore in Cary!

KERRY CELESTINI, Habitat for Humanity ReStore

## SHOW EXHIBITORS

2SL DESIGN BUILD 39\$ DOLLAR GRANITE A & J DESIGNS UNLIMITED INC. AB STONE BOUTIQUE ABSOLUTE STONE CORPORATION ACADEMY SOLAR ACCESS ABILITY, INC. ADVANCED WATER SYSTEMS- KINETICO ADVANTACLEAN ALLEGHENY COUNTERTOPS ALLIED SPRAY FOAMS INC. AMISH SOUTH ANCHOR HARDWOODS ANDERSEN WINDOWS ANDREW JACOBS REMODELING ANGIE'S LIST APEX CABINET COMPANY AQUA-CLEAR POOLS & SPAS ARS SERVICE EXPRESS ASG SECURITY AWB PROMOTIONS **B&THEATING&AIR CONDITIONING B-DRY WATERPROOFING & FOUNDATION** REPAIR **BATH FITTER** BATH SOLUTIONS INC. BEAVERS CONSTRUCTION, INC. BELGARD HARDSCAPES BLACKWELL DISTRIBUTORS BLALOCK PAVING INC. **BLUE HAVEN POOLS & SPAS** 

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### SHOW EXHIBITORS

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PLATINUM PAINTING

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PRESS A PRINT

PRESTIGE POOLS NC. LLC

PRESTIGE PRODUCTS DIRECT LLC

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PROFESSIONAL HOMESTAGING & DESIGN

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PRP WINE INTERNATIONAL

PSNC ENERGY

PUROLOGIX WATER SERVICES, INC

QUALITY DESIGN & CONSTRUCTION

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**SERPACO PAINTING** 

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SHOPS OF BAILEYWICK

SHUMATE AIR CONDITIONING & HEATING

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SOUTHERN EXPOSURE VINYL SIDING AND

WINDOWS CO., INC.

SPLASH GALLERIES / RALEIGH PLUMBING

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TUTOR DOCTOR RJ TUTORING

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YES! SOLAR SOLUTIONS

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Mark Your Calendar Now!2012 Show Schedule

## **April 13-15 & September 21-23**

For more information:

Debbie Ball, Executive Show Manager 800.849.0248 x 134

dball@southernshowshows.com