

End Report Spring 2021









Goals & Objectives



Goals (And How We Surpassed Them!)

The objective of "Flower Bulb Day" is to create awareness about flower bulbs at the start of the season while simultaneously educating households and encouraging them to seek out further Information.

Overall Results: 569,277,255 Impressions!

Surpassed goal of 29 Million by 1,862%!

Results for 'Gather Tulips' Event:

Story Placements: 190 - 216% over goal of 60

Press releases reach: 199,000,000 - 4,875% over goal of 4 Million

Published articles reach: 358,459,365 - 2,290% over goal of 15 Million

Social shares reach: 11,812,660 - 18% over goal of 10 Million



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Digital Web Campaigns and Digital Advertising Overall Story Impressions: 622K



Society of American Florists

Overall Impressions: 139,116

- Print Ad in Floral Management Magazine shipped to 7,825
- Banner ad on Safnow.org
 - Impressions: 125,528
- Promotional eblast
 - Sent to **5,763**









Florists' Review - March Issue

- Overall Impressions for Florists' Review
 Campaign: 292,000

 (Includes March and April Issues, FB, Instagram, Website, and Newsletters)
- Featured a <u>two-page</u> advertorial
 - 10,000 print distribution



tulips to honor women International Women's Day, March 8th

Gather Tulips Virtual Festival
March 27th and 28th

Tulip Festival Reimagined

For many years, United States thip growers and their European bulb suppliers have held an annual live tulip festival in San Francisco, giving away tens of thousands of tulip bouquets over the years. The event is always held on International Women's Day, as a way of honoring women all over the world. This year we will celebrate 1000 women on March 8 as well as host a free two-day virtual tulip festival, 'Gather Tulips,' March 27 and 28.

"A bouguet of tulips is the perfect way to honor the extraordinary women that inspire us every day," says Henk Westerbof, who represents the tulip growers and their suppliers. "Tulips symbolize unconditional love, new beginnings and charity Because of COVID-19 restrictions on gathering, we've reimagined the festival. It will still allow us to share our admiration and also enable us to reach even more women."

Partnering with Petals for Hope

To kick-off the month-long celebration, tulip growers have partnared with Petals for Hope to donate 1,000 bouquets of tulips to women on the frontline, in nursing homes, women's shelters, and more. Petal's volunteers will delive the tulip bouquets to women in 10 different metro areas on International Women's Day, March 8th. Petals for Hope, a



non-profit organization, repurposes fresh flowers after weddings and other events to share them with people in less than desirable circumstances. A total of 25,000 gorgeous stems of the beloved spring tulips will brighten the day of 1000 women.

"A bouquet of tulips is the perfect way to honor the extraordinary women that inspire us every day." "The Petals for Hope team is thrilled to be a part of this event where we will be able to share joy and light to women throughout the United States in honce of International Women's Day. Our organization's mission is to spread joy, and we are honored to be able to continue that work even during these unprecedented times," says founder Brittaney Sard.

Industry professionals can differentiate their services from competitions with eco-friendly events that also support local communities. Petals for Hope has developed a streamlined floral doration process so that the act of donating flowers does not add any complication to floral designers' already buy schedules. They also provide a donation acknowledgment for tax deduction purposes and to share with clients.

Starting a New Tradition

We hope to start a new tradition of sharing tulips on International Momens Day with all of the women that inspire us. A bouquet of tulips is a beautiful way to express our love and gratitude. Today more than ever, we need to reach out to our loved ones to show them we care and that we are thinking of them; says Peggy Anne Montgomery from Garden Media Group on behalf of the tulip gowners.

Gather Tulips - New Virtual Event March 27th and 28th

The excitement continues all month on social media, culminating in a two-day Virtual Tulip Featival, Gather Tulips, This free event is open to professional floral designers and everyday flower enthusiants. World-renowned floral designer, Santh Campbell of Intriguo Designs, will host the festival. Campbell appeared on Netflirs' The Big Flower Fight, and her installations were featured on NBC, ABC, and in The Knot and Martha Stewart Living.

"We are dreaming big in creating the virtual tulip festival and hoping to inspire, uplift, and bring a unique experience right into your home, 'says Campbell.' 2021 will be the year of healing, and flowers play an important role in improving our lives, brightening our outlook, lowering stress, and easing

"This year's event won't be in person, but we will still gather. Working with Sarah and the whole Intrigue team has been amazing. Her enthusiasm and creativity know no bounds. She truly is the Color Queen and a consummate professional. Sarah says this will be the largest gathering of floral enthusiasts in 2021, and I believe her!" says Montgomery.

Look for videos and pro tips from Campbell, on social media. #GatherTulips, all month long at Intrigue Designs and FlowerBulbs.com. The entire cast of celebrity designers will be announced soon. The festival sign up begins March 19th. The event is free and everyone is welcome! All of the flowers used in filtimize the virtual event will be donated to Petals for Hope.

Hower Therapy

With funding from the European Union, U.S. talip growers and their European bulb suppliers chose to shine a light on the healing powers of flowers this spring. Science has proven it time and again, flowers make us happy. A bright bouquet of tulips on a home office deak transforms a spare bedroom into a special place. Our home once just a dwelling, has become everything.— the office, achood, restaurant, theatre and gym. And a place to find iov and inscription. Feet flowers are the prescription everyone needs.

Sharing is Caring

During the pandemic, so many people became isolated, especially the elderly. Even for those among us who go into work or the grocery store, life isn't the same. Suddenly a small act of kinchess like giving someone a bunch of tulps can have an enormous effect on their health and wellbeing. Best of all, the act of giving flowers is just as healing as if for the lucky person receiving them. A fancy cup of coffee or a bouquet of tulips? You decide.



Flowers refresh recent memory



florists'review March | 202

Florists' Review - April Issue

- Featured <u>Tulip Trophy</u>
 - 10,000 print distribution
- Placed 1/2 page ad resulting in:



Step-By-Step

Florists' Review - FB, Website, Newsletters

- Posted a web banner on website and a <u>post of advertorial</u> during the campaign resulting in over 31,000 views
- Banner ads were also included in 5 emails resulting in over 42,000 confirmed opened email views
- Included multiple posts on Facebook pages for Florists' Review and Canadian Florist resulting in over 5,000 views
 - FR Post 1
- CF Post 1
- FR Post 2
- CF Post 2



Virtual Tulip Festival

March 27-28

"We are dreaming big in creating the virtual tulip festival and hoping to inspire, uplift, and bring a unique experience right into your home," says Sarah Campbell.





We want your opinions!

Please take a few minutes to tak our audience survey so we may better serve you.





Virtual Tulip Festival

March 27-28

"A unique experience right into your home," says Sarah Campbell.



'GATHER TULIPS'
New Virtual
Tulip Festival



#InternationalWomensDay #CelebratingWomen #march8th #Flowers #tulips #gathertulips #WomensDay #WomensHistoryMonth



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Florists' Review - Instagram

Over 272,000+ views and 21,700+ engagements.

12 Instagram posts and 87 stories resulted in:

- 128,000+ views of posts
- 6,000+ likes
- 400+ saves
- Nearly 200 shares
- Nearly 200 comments, averaging 15+ comments per post
- Produced 3 original reels, gathering
 14,000+ views

Posted **87 stories** meaning on average every day since they began, FR dedicated 1.5 stories per day to keeping tulips at the top of readers minds!

Top 5 Instagram Posts

- Post 1
- Post 2
- Post 3
- Post 4
- Post 5

Final Florists' Review Report



Flower unboxing video 🜷 Is anyone else excited about all the great

Tulip content lately??? 8 We're doing our flower dance along with

March 11 at 9:11 AM · 🚱

Top Performing Posts

GATHERTULIPS.COM

Unboxing Tulips



27,300+ Reach 1,065 Likes 52 Comments



15,900+ Reach 268 Likes 13 Comments



13,100+ Reach 804 Likes 17 Comments

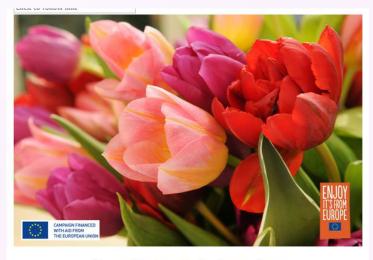


Learn More

11,600+ Reach 649 Likes 14 Comments

Garden Design

- Overall Impressions: 190K
- Each newsletter sent to 95,000
- 3/4/21 Women's Day: **485** clicks
- 3/18/21 Gather Tulips Event: **761 clicks**



<u>Share Tulips on International Women's Day</u> Monday, March 8

We encourage you to celebrate International Women's Day by sharing a fresh bouquet of tulips with a woman who has inspired you. We hope this small act of kindness will become a new tradition. Tulips signify deep, unconditional love. They also symbolize rebirth and new beginnings, a perfect pairing as we all look forward to a brighter future. Visit FlowerBulbs.com for inspiration and to learn more about tulips and International Women's Day.



You're Invited to a Virtual Tulip Festival—Gather Tulips!

World-renowned floral designer, Sarah Campbell of Intrigue Designs, will host the festival being held on March 27th & 28th (you choose which date to attend). *Gather Tulips* will bring people together to share the love of tulips and learn creative ways to use them in their homes to create a brighter future for themselves and their families. Sign up now for this free event!

Social Media Ad Campaigns Overall Impressions: 9.5 Million



Facebook & Instagram Ads







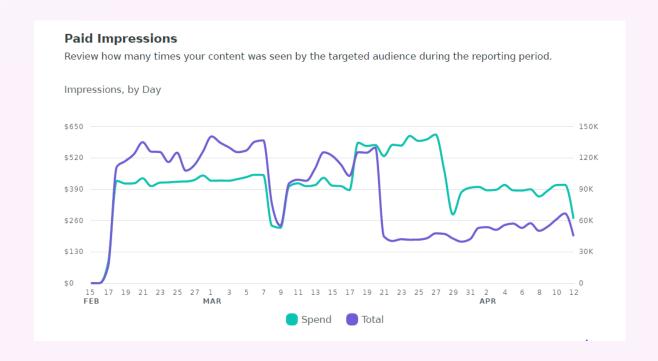
Facebook & Instagram Paid Performance

- Results: 1,323,864 post engagements (CPE = \$0.02)
 Average daily engagements: 23,452
- Reach: 1,074,162
- Impressions: 3,879,306 (CPM = \$4.90)
 Average daily impressions: 83,713
- Cost Per Result: \$0.01 per click
 Clicks: 26,804
- Videos Views: 1,291,607
- We achieved an average CPC of \$0.87 with the home and garden industry average CPC is \$1.72



Facebook & Instagram Unpaid Performance

- Impressions are up 6,197% for a total of 5,585,637
- Engagements are up 2,632% for a total of 122,461
- Post links clicks are up 51,042% for a total of 12,274
- Total audience remained relatively steady at **50,506** with an increase of 106 followers.



International Women's Day Overall Story Impressions: 256 Million



International Women's Day

Month-Long Celebration in Honor of International Women's Day, March 8th

To kick-off the month-long celebration, tulip growers partnered with Petals for Hope to giveaway 1,000 bouquets of tulips to women on the frontline, in nursing homes, women's shelters, and more.

Petals for Hope, a non-profit organization, repurposes fresh flowers after weddings and other events to share them with people in less than desirable circumstances.





Month-Long Celebration in Honor of International Women's Day, March 8th New 'Gather Tulips' Virtual Tulip Festival March 27th and 28th

(February 2021) - Together with their European suppliers of the flower bulbs, Tulip growers in the United States have organized the annual Tulip Festival to celebrate International Women's Day for years. Tens of thousa

While this year's event may look a little different, the celebration will go on

"A bouquet of tulips is the perfect way to honor the extraordinary women that inspire us every day." says Henk Westerhof, who repre sents the tulip growers and their suppliers. "Tulips symbolize unconditional love, new beginnings and, charity, And, this year's festivi-

women on the frontline, in nursing homes, women's shelters, and more. Petals for Hope, a non-profit organization, repurposes fresl flowers after weddings and other events to share them with people in less than desirable circumstances

The Petals for Hope team is thrilled to be a part of this event where we will be able to share joy and light to women throughout the United States in honor of International Women's Day, Our organization's mission is to spread joy, and we are honored to be able to continue that work even during these unprecedented times." Savs founder Brittaney Sard

A total of 25,000 gorgeous stems of the beloved spring tulips will find new homes

"We are so grateful to everyone at Petals for Hope. We couldn't spread this much joy without their help," saysPeggy Anne Montgom ery, from Garden Media Group on behalf of the tulip growers. "We think giving a bouquet of tulips to the women we admire most wil become an International Women's Day tradition.

The excitement continues all month on social media, culminating in a two-day virtual tulip festival, Gather Tulips, March 27th and 28th This free event connects professional floral designers with everyday flower enthusiasts

Flower Fight " and her installations were featured on NRC ARC and in The Knot and Martha Stewart Living

"We are dreaming big in creating the virtual tulip festival and hoping to inspire, uplift, and bring a unique experience right into you home," says Campbell. "2021 will be the year of healing, and flowers play an important role in improving our lives, brightening our or

Gather Tulips will bring people together to share the love of tulips and learn creative ways to use them in their homes to ensure a brighter future for themselves and their families. The entire cast of celebrity designers will be announced soon

Look for more event details at www.gathertulips.com and inspiring videos on FlowerBulbs.com, Flowerbulbs Make You Bloom, and Intrigue Design's social media channels, #GatherTulips

A press kit including a wide selection of images, logos and video that can be used for b-roll purposes can be accessed here. All photo included in the press kit are royalty-free when citing Flower Bulbs Make You Bloom

This Campaign is financed with aid from the European Union

Garden Media Group specializes in the home, garden, horticulture, outdoor-living, lawn and landscape industries. They offer innove product announcements, and PR and marketing tips, visit www.qardenmediagroup.com.



Peggy Anne Montgomery

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International Women's Day

10 Cities

- Washington, D.C Children's National
- New York City Elmhurst Hospital
- Dallas Edgemere Senior Living and Kindred Hospital
- LA Women's Downtown Center and Cedars Sinai
- Seattle Jubilee Women's Center and Harborview
 Medical Center
- Miami Mount Sinai Medical Center
- Nashville Nashville Rescue Mission + YWCA (Female DV survivors)
- Denver Saint Joseph Hospital + teachers at DSST Montview Middle & High School
- San Francisco St. Mary's Medical Center
- Fayetteville AK Washington Regional Medical Center



International Women's Day **Earned National Placements**

Overall Impressions: 152,810,739

- Martha Stewart 2,790,000
- Yahoo Life 149,324,782
- Top Ten Reviews 468,000
- Newsbreak 120,767
- One News Page 107,190

vahoo!life

25,000 Tulips Will Be Delivered to Frontline Workers on International Women's Day

EXPLORE martha stewart

MARTHASTEWART.COM | LIFE

25,000 Tulips Will Be Delivered to

Frontline Workers on International Women's Day

On March 8, Petals for Hope, a non-profit organization, will gift 1,000 bouquets of tulips to women working in nursing homes and women's shelters.

By Jenn Sinrich February 26, 2021









International Women's Day Earned Broadcast Placements

Overall Impressions: 2,586,466

- <u>KDVR</u> 14,000
- <u>WNBC</u> 114,000
- WCBS (Also Online) 1,313,000
- KIRO (Online Only) 1,012,966
- WTVF 112,000
- WVLT 6,000
- KREX 1,500
- <u>KGNU</u> 13,000



International Women's Day Earned Trade & Regional Print Placements

Overall Impressions: 113,674

- Georgetowner 40,000
- Floral Daily 29,460
- **Greenhouse Product News 27,000**
- Perishable News 15,214
- Lawn & Garden Retailer 2,000







- Together with their European suppliers of flower bulbs, tulip & annual Tulip Festival to celebrate International Women's Day,
- While this year's event may look a little different, the celebration will go on



AKERY DAIRY DELI FLORAL MEAT &



in the United State bouquets of tulips



Month-Long Celebration Honoring First-Responders With Tulips International Women's D on International Women's Day

BY JEEF MALET • MARCH 10, 2021



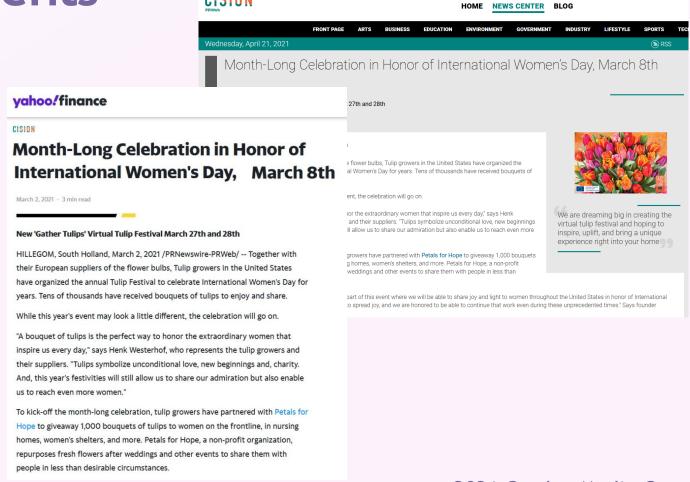
Child life specialists at Children's National are the recipients of tulips from Petals for Hope. Photo by Jeff

International Women's Day Syndicated Placements

Audience: 100 Million

Top 5 Outlets

- Yahoo! Finance 57 Million
- Market Watch 36 Million
- KHQ-TV 917K
- <u>KTVN-TV</u> 399K
- WBOC-TV 340K
- + 74 More!



Gather Tulips Virtual Festival Overall Story Impressions: 102 Million



Gather Tulips Virtual Festival

GATHER: Virtual Tulip Festival Brings Floral Designers and Flower Enthusiasts Together

Celebrity florists Sarah
Campbell of Netflix's The Big
Flower Fight is hosting the
GATHER: Virtual Tulip Festival.
Gather will feature an
inspiring cast of 6 floral
superstars.







GATHER: Virtual Tulip Festival Brings 20,000 Floral Designers and Flower Enthusiasts Together

You're Invited to Attend on March 27th and 28th

(March 2021) — What would you do with 5,000 tulips in your living room? On March 27th & 28th, you get the chance to find out. Celebrity florists Sarah Campbell and Jordan Marx of Netflix's The Big Flower Fight are hostine the GATHER: Virtual Tulio Festival.

Gather will feature an inspiring cast of floral superstars. You will be inspired, encouraged, and entertained as they bring towering, blooming, floral sculptures to life. You've never seen an online event like this! Sign up today at GatherTulips.com.

U.S. tulig growers, together with their European bull suppliers, are sponsoring this event to make it free for all to attend. It is the culminating event of a month-long celebration that started on international Women's Day when they gave away 1000 tulip bouquets to women on the front lines.

Campbell, the founder of Intrigue Designs, and her right-hand-lady, Marx (@thejordiejourney), will be hosting the event. "We couldn't be more thrilled to have Sarah host this event. She is a world-class designer will infectious energy," says Peggy Anne Montgomery from Garden Media Group on behalf of the tuling growers.

"We dreamed big when we created this virtual tulip festival and hoping to bring a unique experience right into your home," says Campbell. "2021 will be the year of healing, and flowers play an important role in improving our lives. brifthening our outlook, lowering stress, and easing sadness."

Get to know the remaining all-star cast of floral designers

<u>Beth O'Reilly</u>, AIFD - Beth is known best as the fan favorite of HBO's "Full Bloom." Her colorful designs and bright personality make her stand-out in any room.

<u>Bron Hansboro</u> - Bron is a floral industry leader, sharing his passion for flowers through designing, speaking, and presenting across the United States. He manages his floral studio focused on weddings and social events in Virginia.

<u>Sue Davis</u> - Sue made a name for herself selling flowers on QVC and has continued to grow as a designer and mentor within the floral world. Her floral workshops and events are held across the USA, from Philadelphia to Honolulu.

Ana & Anais Vivas - This mother-daughter pair arrived in the U.S. by way of Venezuela just 5 years ago. During this time, they have grown to be the most sought-after designer-duo in Miami. You can find their famous flower crowns featured in media outlets around the world.

Gather Tulips Virtual Festival

Influencers

- Sarah Campbell
- Bron Hansboro
- Beth O'Reilly
- Sue Davis
- Ana & Anais Vivas
- Michelle Summers





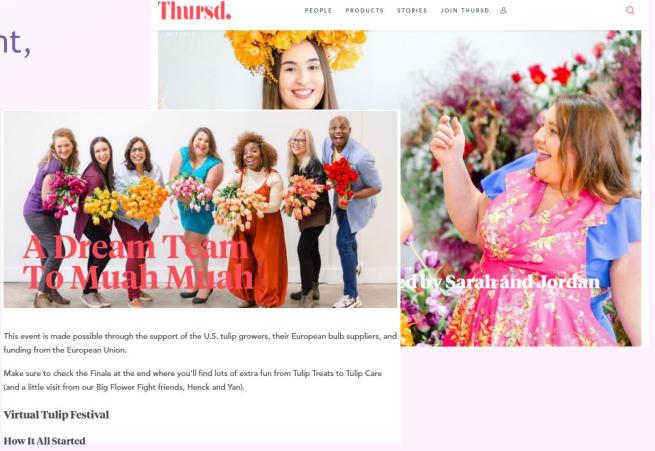


Gather Tulips Virtual Festival Earned National Placements

Thursd posted about overall event, as well as a separate articles introducing each influencer

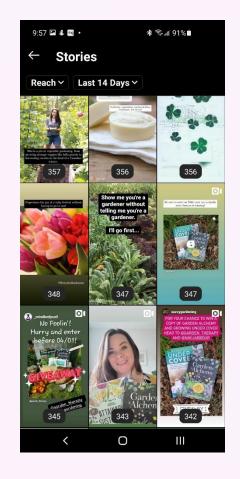
Impressions: 141,390

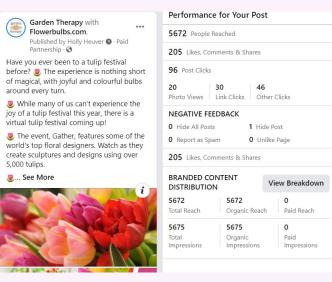
- Main Article
 - Bron Hansboro
 - Beth O'Reilly
 - Sue Davis
 - Ana & Anais Vivas
 - Michelle Summers



Gather Tulips Virtual Festival Social Media Placements Social Media Placements

Garden Therapy posted Instagram stories as well as 2 posts on Facebook with more than 10K impressions between them.









Gather Tulips Virtual Festival Earned Trade & Newspaper Placements

Overall Impressions: 70,300

- Floral Daily + Newsletter 29,460
- Flower Power Daily 12,840
- Macomb Daily 5K
- Garden Media Group + Newsletter 23K





Flower power daily

March 27-28 Free virtual tulip festival: Gather Tulips

Tickets for the Gather: Virtual Tulip Festival are available today! 20,000 tickets will be free for the event held March 27 and 28th. Here's the website. Flowerbulbs.com will...





Month-Long Celebration in Honor of International Women's Day, March 8th



CELEBRATE International Women's Day by sharing tulips March 8th #GatherTulips

www.FlowerBulbsMakeYouBloom.com

Together with their European suppliers of the flower bulbs, Tulip growers in the United States have organized the annual Tulip Festival to celebrate International Women's Day for years. Tens of thousands have received bouquets of tulips to injoy and share.

To kick-off the month-long celebration, tulip growers have partnered with <u>Petals or Hope</u> to giveaway 1,000 bouquets of tulips to women on the frontline, in ursing homes, women's shelters, and more.

The excitement continues all month on social media, culminating in a two-day virtual tulip festival, <u>Gather Tulips</u>, on March 27th and 28th. This free event connects professional floral designers with everyday flower enthusiasts.

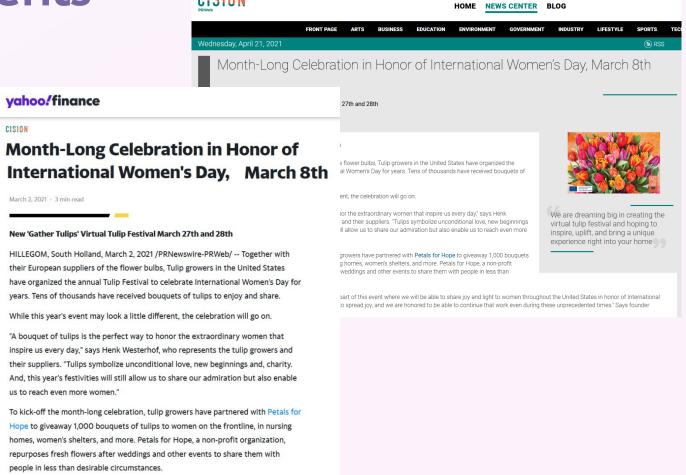
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Gather Tulips Virtual Festival Syndicated Placements

Potential Audience: 99 Million

Top 5 Outlets

- Yahoo! Finance 57 Million
- Market Watch 36 Million
- WFMZ-TV (no longer live) 1 Million
- <u>Street Insider</u> 962K
- WRAL-TV 250K
- + 77 More Outlets!



Gather Tulips Virtual Festival

Exposure Numbers

Intrigue Reach:

Facebook Organic: 41,402

Facebook Ads: 90,361

Instagram: 1,388,568

Instagram Stories: 128,707

Tiktok: **65,877** Email: **120,200**

Intrigue Total: 1,835,115

Influencer Reach:

Instagram: 178,084

Instagram Stories: 15,768

Tiktok: **7,567**

Influencer Total: 201,419



TOTAL EXPOSURE: 2,036,534

Tulip Festival Interest: 23,368

Attendance: 5230!

The 2021 Tulip Campaign was a success!

Many thanks to Sun Valley for help with product and shipping!

Goal for Campaign 29,010,000 Impressions

Results for the Campaign: 569,277,255 Impressions

Surpassed Our Goal By 1,862%!





PeggyAnne & Katie







