The Garden Show 2018



The Garden Show 2018 Grant Report Narrative and Financial Report

Bonnie Landon and Dawn Oldfield The Garden Show 2018 Co-chairs Collin County Master Gardeners Association

The Garden Show 2018 was held the weekend of March 17-18, 2018 at Myers Park & Event Center in McKinney and involved 10 sponsors, 47 vendors, one charity partner and 10 non-profits. This event generated \$23,680 in revenue and \$18,344.75 in expenses.

McKinney Community Development Corporation

Grant Report Narrative and Financial Report



Organization: Collin County Master Gardeners Association

Funding Amount \$6,000

Project/Promotion/Community Event The Garden Show 2018

Start Date March 17, 2018
Completion Date March 18, 2018

Location Myers Park & Event Center

7117 County Road 166 McKinney, TX 75071

The Garden Show 2018 was held the weekend of March 17-18, 2018 and involved ten sponsors, 47 vendors, one charity partner, and ten non-profits. The Show Barn at beautiful Myers Park & Event Center was home to the event and welcomed about 6,500 visitors over a two-day period.

During the event, attendees shopped for garden-related products and services from our sponsors and vendors, as well as some of the non-profits. Other non-profits distributed literature and created awareness of their Collin County-based organizations. Collin County Master Gardeners and specialists, the City of McKinney's Environmental Education & Community Outreach Coordinator, and Texas A&M AgriLife Extension representatives offered several educational programs on topics that included vegetable/tomato gardening, preserving your harvest, creating container gardens and tablescapes, garden pests, living green, and viticulture.

Our Garden Show 2018 charity partner, Volunteer McKinney, received the gate proceeds raising a total of \$4,766.50 during the two-day event.

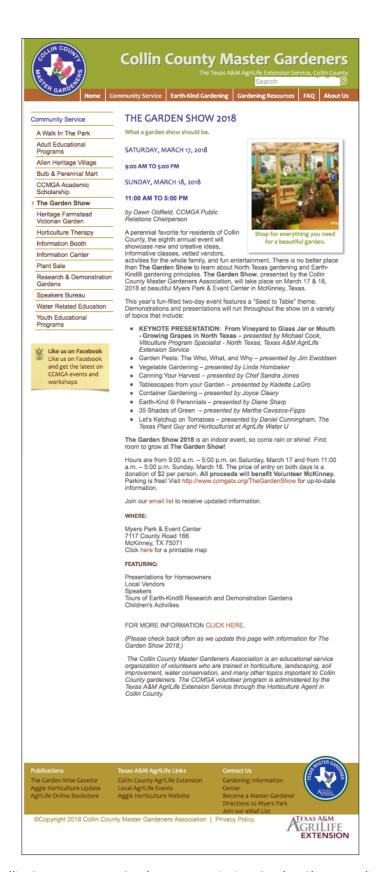
Promoting the Event

We used a multi-channel marketing approach to promote The Garden Show 2018 by creating Facebook ads, print advertising, digital advertising, radio advertising as well as collateral materials such as flyers and brochures. We also utilized our own website, ccmgatx.org to promote the event.





Collin County Master Gardeners Association Website Home Page



Collin County Master Gardeners Association Garden Show Landing Page #1



The Garden Show Earth-Kind® Gardening

presented by the Collin County Master Gardeners

March 17 and 18, 2018 | Myers Park & Event Center | McKinney, TX

Saturday, March 17, 9am-5pm

Sunday, March 18, 11am-5pm

Myers Park and Event Center 7117 County Road 166, McKinney, TX 75071

JOIN US AND LEARN ABOUT EARTH-KIND® GARDENING IN COLLIN COUNTY

The Garden Show is an indoor event packed with exciting and informative educational events with hands on activities and demos from local experts. Speakers will present timely information on outdoor living in North Texas.

Bring your wagons and carts to fill with your purchases!

Presentations for Homeowners • Local Vendors • Speakers

Hands-on Demonstrations . Children's Activities

Tours of Research and Demonstration Gardens at Myers Park

Free Parking

Much, Much More!

\$2 donation per person to enter - Proceeds benefit our Charity Partner

Volunteer McKinney - http://volunteermckinney.org/

Our Speakers

Presentations will be made by well-known speakers, Texas A&M AgriLife Extension Specialists, Sponsors, and Collin County Master Gardeners and will emphasize Earth-Kind® living in North Texas.

Joyce Cleary | Diane Sharp | Jim Ewoldsen | Linda Hornbaker | Martha Cavazos-Fipps | Chef Sandra Jones | Daniel Cunningham | Erin Hoffer | Michael Cook | Kadette LaGro

Schedule Highlights

Saturday

09:30 Earth-Kind Perennials - Diane Sharp

09:30 Garden Pests: The Who, The What and Why - Jim Ewoldsen

11:00 Vegetable Gardening - Linda Hornbaker

11:00 35 Shades of Green - Martha Cavazos-Fipps

12:30 Vineyard to Glass Jar or Mouth -Michael Cook*

02:00 Thriller, Filler, Spiller: Container Gardening 101 - Joyce Cleary

02:00 Fresh From the Gardens: Preserving Your Harvest - Chef Sandra Jones*

03:30 Growing Healthy Trees - Erin Hoffer

03:30 From Your Garden to Your Tablescape -Kadette LaGro

Sunday

11:30 Let's Ketchup on Tomatoes - Daniel Cunningham

11:30 Garden Pests: The Who, The What and Why - Jim Ewoldsen

12:30 Fresh from the Gardens: Preserving Your Harvest - Chef Sandra Jones*

12:30 Shades of Green - Martha Cavazos-Fipps

02:00 Earth-Kind Perennials - Diane Sharp

02:00 Thriller, Filler, Spiller: Container Gardening 101 - Joyce Cleary

*Keynote Speaker

View/Print the Full Event Schedule

Resources

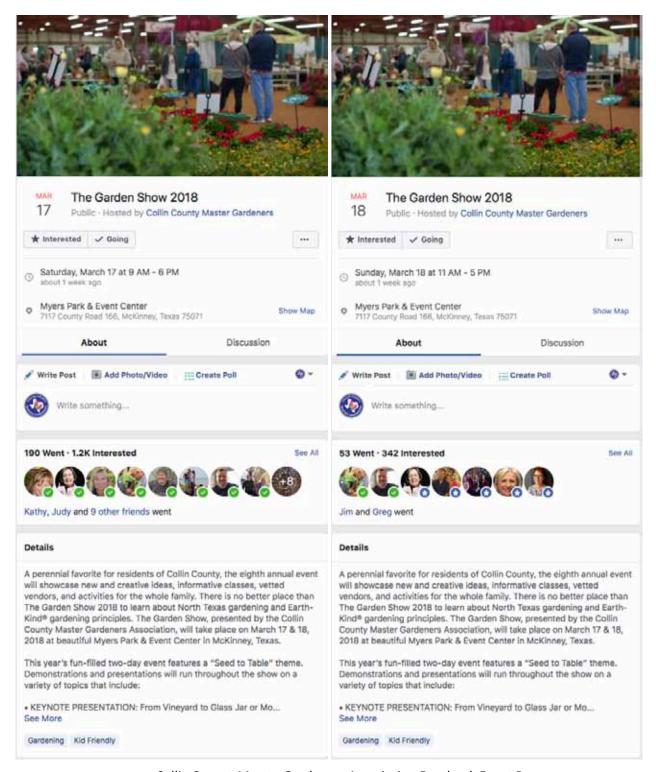
Save the Date



Collin County Master Gardeners Association Garden Show — bottom of child page

We promoted the event heavily on our Facebook page,

https://www.facebook.com/ccmgatx/, as well as including posts on Instagram and Twitter.



Collin County Master Gardeners Association Facebook Event Pages

As we have done in years past, we created a Facebook ad targeted towards our desired demographic, bringing McKinney and Collin County residents with horticultural needs together with research-based gardening information delivered by Collin County Master Gardeners and Texas A&M AgriLife experts, as well as products and services offered by vendors at the show.



Collin County Master Gardeners Association Facebook Ad

This ad ran from March 3rd through March 17th for a budgeted amount of \$200 and reached 25,294 people with 35,018 impressions and 996 clicks at an average cost per click of \$.20. The age range of our audience for this ad was 18–65 living in North Texas, with interests including the following: home and garden, gardening, flower garden, landscape, garden design, perennial plants, vegetable gardening, container gardening, trees, lawns, shrubs, mulch, herbs, tomatoes and flowering plants.

During the weeks and months leading up to The Garden Show 2018, we created and scheduled Facebook, Instagram and Twitter posts that featured our sponsors and speakers, and reminded attendees to save the date, bring their own carts, and linked to our website for additional information about the show.

This year we purchased ads in the following publications:

Allen Image ¼ page ad



Plano Magazine ½ page ad



Edible DFW ¼ page ad



Prosper Living ¼ page ad



Frisco Style ¼ page ad

Dallas Morning News Guide ¼ page ad





The distribution and readership of each of these magazines is:

Allen Image Reach: 45,000

Allen, Fairview, Lucas and Parker

Dallas Morning News Guide Reach: 600,000 print subscribers

(average in Collin County is 270,710)

Digital Reach: 1.4 million monthly views with 600,00

unique visitors with a 1.3 minute average visit

Edible DFW Reach: 105,500 per guarter

DFW Metro area

Frisco Style Reach 65,500 (approximately 175,000+ readers)

Frisco, McKinney (Stonebridge Ranch and Craig

Ranch),

North Plano, South Prosper

Plano Magazine Reach: 434,000 Monthly Readers

Plano (residential delivery)

Prosper Living Reach: 24,000

Prosper and Celina



In addition, we purchased radio spots on KLAK 97.5FM to run the week leading up to the show along with a live, three-hour appearance by Alan Fremont on Saturday morning from 9:00am – Noon. Here is the copy for the radio spots:

It's that time of the year again ... The Garden Show 2018 presented by the Collin County Master Gardeners Association, and partially funded by the McKinney Community Development Corporation. In its 8th year, this annual event will showcase new and creative ideas, informative classes, vendors – many of them local – and activities for the whole family. The Garden Show will take place on March 17th and 18th at beautiful Myers Park & Event Center in McKinney. Join me, Alan Freemont on Saturday, March 17th from 9am to Noon as I'll be broadcasting live! The Garden Show is an indoor event, so come rain or shine! Find room to grow at The Garden Show! For more information, visit C C M G A TX.ORG back slash The Garden Show.

Press releases were distributed to:

- Dallas Morning News
- Community Impact
- Star Local Media
- Plano Magazine
- Allen Image
- Prosper Living (also covers Celina)
- Little Elm Living
- North Texas eNews
- Click Allen ePublication
- Texas Gardeners Seeds eNewsletter
- TMGA eNewsletter
- KLAK Radio 97.5 FM
- Frisco Style Magazine
- Edible Magazine
- Richardson Living
- Good Life Family
- Sherman-Denison Herald newspaper
- McKinney CVB
- Denton Record Chronicle
- MCDC
- Anna-Melissa-Van Alstyne newspaper
- Prosper Press

Other promotional activities:

- Save the date flyers distributed by our members, sponsors and vendors
- Garden Wise Gazette (the Collin County Master Gardeners Association public newsletter)
- Road Signs
- The Garden Show 2018 brochure
- Word of mouth



Performance Metrics

2016 Visitors — 6,000

2017 Visitors — 9,000

2018 Visitors — 6,500

Attendance on Saturday was on a par with 2017 numbers, however Sunday attendance was down. We believe this to be due to the forecast for severe storms, some with hail, happening around mid-day on Sunday.

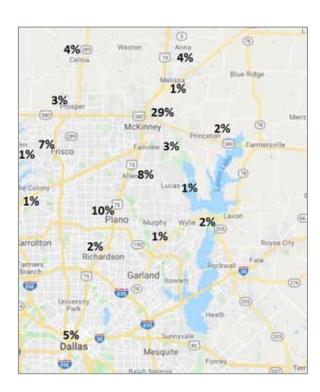
To determine the origin of attendees, a fun "Human Bean Counting" Simple Random Survey (SRS) was conducted during the two days of the show. Attendees placed 'beans' in vases with area zip codes, (see photo upper right). Approximately 18% (1184) of the attendees participated in the "Human Bean Counting" survey.

Results of the "Human Bean Counting" (SRS) indicate the following origin of the show attendees:

- 29% of the attendees were from McKinney
- 54% of the attendees were from McKinney's neighboring cities. (see map graphic)
- 14% of the attendees were from neighboring counties
 - o Denton
 - o Dallas
 - Grayson
 - Hunt
 - o Rockwall
 - Tarrant
 - o Parker
 - o Fannin
- 3% of the attendees from out of the area
 - San Antonio
 - o Oklahoma
 - o Wisconsin
 - o California









Presented by The Collin County Master Gardeners Association

Saturday, March 17 9 am - 5 pm Sunday, March 18 11 am - 5 pm

www.ccmgatx.org/thegardenshow

- Gardening Presentations
- · Hands-on Demonstrations
- · Children's Activities
- Local Vendors
- Tours of the International Award-winning Earth-Kind® Research and Demonstration Gardens in Myers Park
- FREE PARKING

Admission: \$2 per person donation to benefit Volunteer McKinney

Bring your own cart or wagon!

The Garden Show 2018 Sponsors:

Gold Sponsors







Silver Sponsors





Bronze Sponsors









MYERS PARK & EVENT CENTER 7117 County Road 166, McKinney, TX 75071

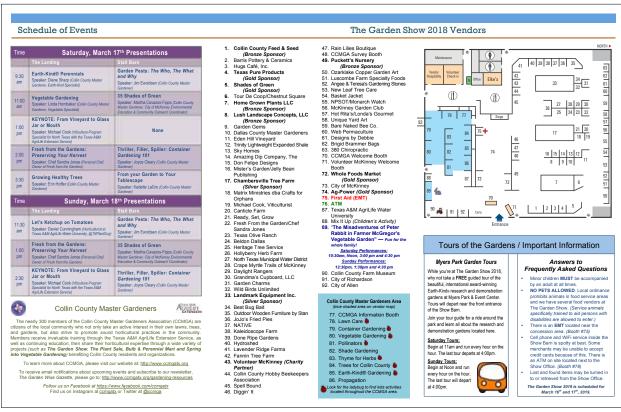






Save the Date Flyer





Financial Report

Proposed Budget

Sponsor Fees

Ag Power	\$5,000.00
Chambersville Tree Farms	2,000.00
Collin County Feed & Seed	1,500.00
Home Grown Plants	1,500.00
Landmark Equipment	2,500.00
Pucketts	1,000.00
Shades of Green	500.00

 Vendor Fees
 10,000.00

 MCDC Grant
 10,000.00

 Total Revenue
 \$34,750.00

Projected Expenses

Total Expenses	\$34,700.00
Supplies	500.00
Speakers Fee	500.00
Signage	1,000.00
Security	1,500.00
Pipe & Drape	5,000.00
Miscellaneous	400.00
Hospitality	2,300.00
EMT/First Aid	500.00
Chartered Buses	1,000.00
Advertising/Publicity	22,000.00

Projected Net Profit/Loss \$50.00



Financial Report

Actual Financial Performance

Sponsor Fees

Ag Power	\$5,000.00
Chambersville Tree Farms	2,500.00
Collin County Feed & Seed	1,500.00
Home Grown Plants	1,500.00
Landmark Equipment	2,500.00
Lush Landscape Concepts	750.00
Pucketts	1,000.00
Shades of Green	500.00
Vendor Fees	8,430.00
MCDC Grant	6,000.00
Total Revenue	\$29,680.00

Projected Expenses

Advertising/Publicity	7,242.50
Chartered Buses	557.03
EMT/First Aid	360.00
Hospitality	2,143.21
Master Gardener Area Suppl	ies 363.76
Miscellaneous (ATM Rental)	100.00
Pipe & Drape	5,162.50
Security	1,280.00
Signage	288.94
Speakers/Entertainment	482.00
Supplies	220.35
Volunteers	144.46
Total Expenses	\$18,344.75

Projected Net Profit/Loss \$11,335.25

