# 2021's Only Spring Home Event!





**April 9-11, 2021** St. Charles Convention Center • St. Charles, MO



Media & PR Impressions: 22,628,448



Thank You to Our Sponsor





10104 Old Olive St. Rd. St. Louis, MO 63141 314-994-7700

STLHomeShow.com

# **ADVERTISING**

## SHOW OVERVIEW 2

A comprehensive media buy focused on St. Charles, Lincoln and Warren counties and included TV, radio, print, direct mail, outdoor, online, email and social media.

#### TV - 124 Commercials

Buy included commercials on KTVI-Fox2 and KSDK-5 (NBC) with an emphasis on news

Impressions: 3,262,000

#### Radio - 733 Spots

Buy included 8 top local stations focusing on drive-time: 93.7 The Bull, 96.3 R&B, 102.5 KEZK, 103.3 KLOU, 106.5 The Arch, HOT 104.1, KSHE-95 and WBGZ

Impressions: 2,944,855

#### Print - 8 Ads

Buy included St. Louis Post-Dispatch, including Homes and Go! Magazine sections, and TheHomeMag

#### Impressions: 1,202,500

## **Outdoor - 8 Billboards**

Covering most of the area highways and busy secondary roads like Manchester and Hwy. 94

Impressions: 10,627,701

#### Online

Comprehensive online campaign, including online ads with behavioral targeting, keyword targeting, search engine marketing and Facebook carousel ads

Impressions: 664,063

#### Email

4 eblasts to our consumer database of 11,000+ people

Impressions: 26,352 (Opens)

#### Social Media & Website

Daily Show information and updates on Facebook, Twitter and Instagram. New, easy-to-navigate website.

Impressions: 74,961

#### 2021 Print Ad



2021 Billboard



TOTAL PAID MEDIA IMPRESSIONS: 18,802,432

# **PROMOTIONS & PUBLICITY**

#### **SHOW OVERVIEW** 3

The HBA sends Show information to 125+ media contacts in the metro St. Louis area. PLUS - information is circulated through two online press release distribution services. Strong partnerships with local media, and special promotions gave the show fantastic added exposure.

#### **TV - 35+ Promotional Spots**

Added-value spots ran on KTVI-Fox2 and KSDK-5 (NBC)

Impressions: 815,500 Added Value: \$21,000

#### Radio - 476+ Promotional Spots

Added-value spots ran on 93.7 The Bull, 96.3 R&B, 102.5 KEZK, 103.3 KLOU, 106.5 The Arch, HOT 104.1, KSHE-95 and WBGZ. PLUS - 9 website ads/ event listings, 4 eblasts, social media posts and 2 Facebook Lives at the Show.

Impressions: 824,560 Added Value: \$50,750

#### Print, Etc.

Show information was featured in Mid Rivers Newsmagazine, Potosi Independent Journal, St. Louis Post-Dispatch and Illinois Business Journal online version.

#### Impressions: 654,280 Added Value: \$29,026

The Builders St. Charles Home Show is the Place for

Latest Home Products and S St. Louis-The 16th Annual Build-ers St. Charles Home Show is April 9-11 at St. Charles Convention Cen-ter, with free admission and parking. It will be 2021's only spring home event! Local companies bring count-less experts to this event who offer valuable home improvement knowl-edge and advice. It will allow area companies and consumers to concompanies and consumers to connect and easily get that next project started.

For the show's producer, the Home For the show's producer, the roome Builders Association of St. Louis and Eastern Missouri, the safety of show attendees and exhibitors is top of mind. Attendees will be able to shop for home products and services in a clean, well-thought-out environment.

To nome products and services in a clean, well-hought-out environment. Additional cleaning measures will be implemented and changes to the lay-out have been made to accommodate the way people enter and walk the show, including one-way traffic just like your local stores. Face cover-ings and bag checks are required by the facility. St. Louisans can find what they need for their homes, inside and out, including kitchen and bah de-signs and fixtures, flooring, fumiture, windows, siding, doors, landscap-ing, hardscape materials and so much more. Visiting the Show will save at-tendees time and money, help them tendees time and money, help them complete their home improvement projects and give them the opportu-nity to have a fun day out with their families

Latest Home Products and Services, Plus Expert Advice Services, Plus Expert Advice take home. Davis Meat Processing will offer samples of tasty summer sausages and bratwursts, plus vari-ous smoked and cured products. At-tendees can taste a variety of wines from Small Batch Winery and Stone Hill Winery. Plus, there will be gour-met wine slushies from Nectar of the Vine. and more. Vine, and more

Shop the Spa & Swim Spa Blow-out Sale, sponsored by Spas and More! for a great deal on a new spa or swim spa. Visitors can shop a 2,700 n square foot tent, accessible from just **r**, outside the main Show entrance in **1**-the south parking lot, for a variety <sup>S</sup> of spas. This spectacular sale offers -show visitors the opportunity to save . 30-50% off regular retail prices, with e many models of spas and swim spas h to choose from!

real, othereal, rice and crackers: pasta and sauce, boxed meals, soups and stews; and baby products like powdered formula, baby food, diapers and sauce, boxed meals, soups and sauce, boxed meals, soups and sauce, soure and sauce, boxed meals, soups and setws; and baby products like powdered formula, baby food, diapers and sauce, boxed meals, soups and setws; and baby products like powdered formula, baby food, diapers and sauce, soups and setws; and baby products like powdered formula, baby food, diapers and setws; and baby products like powdered formula, baby food, diapers and setws; and baby products like powdered formula, baby food, diapers and setws; and baby products like powdered formula, baby food, diapers and setws; and baby products and services they need to some inprovements, visitors and recompanies who can help will go a long way toward getting that project done. Visitors and designs and have their questions and discounts for the synchic visitors can register to win a non-week Florida vacation home rental from The Wright Door Co., as 2000 value (Travel not included. Other restrictions apply).
Show visitors won't want to miss from sausage producers and wineries, many of them from Missouri. Show visitors can also purchase items to supervisitors can also purchase items to supervisitors and sources and wineries, many of them from Missouri. Show

to the St. Louis Area Foodbank and are encouraged to bring non-perish-able food in non-breakable contain-ers. Suggested items include: peanut butter, tuna, canned meats and beans; canned fruits and vegetables, fruit ince iellies iams and direid fruit cojuice, jellies, jams and dried fruit; ce-real, oatmeal, rice and crackers; pasta and sauce, boxed meals, soups and stews; and baby products like pow-dered formula, baby food, diapers

#### TV & Radio Coverage - 4 Live at-Show TV Interviews +Additional News Stories on **Radio and TV**

Tim Ezell, KTVI-Fox2, live at Show on Friday, April 9 in AM News from 5:30-8:30 am. Four live interviews, plus teases, with multiple exhibitors and show features.

Show Me St. Louis, KSDK-5 (NBC), featured the Show on Friday, April 9 10-10:30 am.

Smash Daily, WBGZ Radio, live broadcast at Show Friday, April 9 from 4:00-6:00 pm with multiple interviews with exhibitors. Plus live interview prior to the Show with Ellen Viehmann.

KMOX, Home Improvement Show, live interview with Ellen Viehmann on Saturday, April 3.

Additional news stories on all major TV stations and numerous mentions on radio stations.

Impressions: 1,531,676 Added Value: \$101,354

A Show Directory is handed out at Show entrances. According to the Show survey, 80% of attendees plan to use the Directory as a buying guide for future home purchases.

# **TOTAL PROMOTIONAL IMPRESSIONS:** 3,826,016 **TOTAL PROMOTIONAL** VALUE: \$202,130

# **SHOW DIRECTORY = EXPOSURE**

## SHOW OVERVIEW

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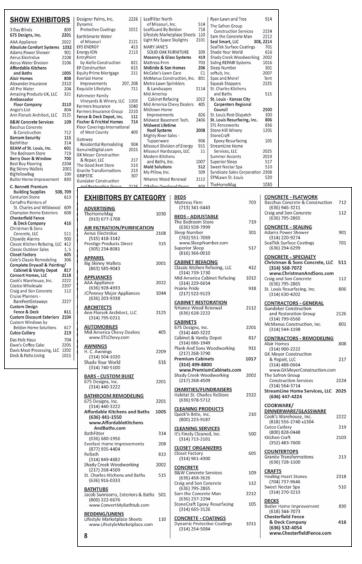
A comprehensive Show Directory created by the HBA is handed out at each Show entrance. The Show Directory contains exhibitor information, floor plan, stage schedules, feature information and exhibitor articles. According to the Show survey, 80% of attendees plan to keep the Show Directory and use it as a buying guide for future home product/service purchases.

### FREE DIRECTORY LISTING

Each exhibitor who turns in a Directory Listing Form by the deadline receives:

- Alphabetical Listing
- Product/Category Listing
- Listing on STLHomeShow.com Exhibitor Search

Exhibitors are also encouraged to submit articles with new/interesting product information. Space permitting, they may be included in the Directory.



### **ADDITIONAL OPPORTUNITIES**

Exhibitors have opportunities for added exposure when purchasing the following options:

- Enhanced Product/Category Listings exhibitors may purchase additional listings for just \$35 each, add their website for \$30 per listing or make their listings bold for \$30 each
- Advertising exhibitors may purchase ads in a variety of sizes, starting at just \$225!



# **SPEAKERS & SHOW FEATURES**

#### **SHOW OVERVIEW** 5

Informative speakers, interesting features and family fun areas bring thousands of people to the Home Show and keep them at the show longer.



Laurie Smith, designer, author and *Trading* Spaces alum and Jeff Holper, The Mole Hunter

Sausage **Festival** & Wine **Tasting** 

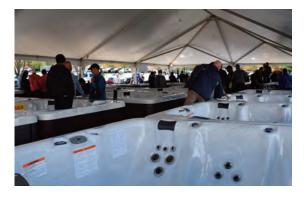






### SPA AND SWIM SPA **BLOWOUT SALE**

Sponsored by Spas and More!







Presented by





Show visitors donated more than 250 pounds of food and household items for St. Louis Area Foodbank - the Show's most successful food drive to date!





# **DELIVERING YOUR AUDIENCE**

## SHOW OVERVIEW

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A survey conducted at the 2019 Show collected information on show visitors' demographics and buying intentions. Zip codes from Register to Win forms at this year's show helped determine where visitors live. **The Show provides exhibitors with qualified buyers in a face-to-face selling environment.** 

HOME OWNERSHIP		
95%		
5%		

SEX	
Female	64%
Male	36%

HOUSEHOLD INCOME		
Less than \$50,000	16%	
\$50,000 - \$74,999	21%	
\$75,000 - \$99,999	22%	
\$100,000 - \$149,999	29%	
\$150,000 or more	12%	

AGE	
18 - 24	5%
25 - 34	9%
35 - 44	17.5%
45 - 54	22%
55 - 64	22%
65 or older	24.5%
70.5% are between 25 - 64 years old	

RESIDENCE	
St. Charles County	46%
Illinois	13.5%
West County	12%
North County	11%
St. Louis City	5%
Jefferson County	4%
South County	4%
Lincoln County	3%
Franklin County	1.5%

NUMBER OF SHOWS ATTENDED	
5 or more	41%
3 - 4	19%
2	15%
First show attended	25%

## SHOW EXPERIENCE

90% rated the Show Excellent or Good

## FUTURE SHOW ATTENDANCE

81% said they would definitely attend a future St. Charles Home Show

# **DELIVERING YOUR AUDIENCE**

# SHOW OVERVIEW

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Show visitors' buying intentions and show purchases.

## **PURCHASES AT SHOW**

47% of Show visitors made a purchase at the Show

### HOME IMPROVEMENT PLANS

79% of Show visitors plan to do a home improvement project in the next year

### WHEN VISITORS PLAN TO START THEIR NEXT HOME IMPROVEMENT PROJECT

Within 3 months	46%
Within 3-6 months	17%
Within 6-12 months	16%
More than 12 months	21%

### **APPOINTMENTS MADE AT SHOW**

40% of Show visitors said they made an appointment with a Show exhibitor

#### HOME IMPROVEMENT SPENDING

20% of Show visitors plan to spend more than \$10,000 on their next home improvement project

## HOW MUCH VISITORS PLAN TO SPEND ON THEIR NEXT HOME IMPROVEMENT PROJECT

\$1 - \$99	4%
\$100 - \$999	9%
\$1,000 - \$4,999	41%
\$5,000 - \$9,999	26%
\$10,000 - \$14,999	6%
\$15,000 or more	14%

### **SHOW DIRECTORY**

80% of Show visitors said they would use the Show Directory as a buying guide for future home purchases

### TOP PRODUCTS/SERVICES VISITORS PURCHASED AT THE SHOW

Garden	Lawn	Home Entertainment
Interior Decorating	Bathroom Remodeling	Windows & Siding
Flooring & Carpet	Environmentally Friendly	Doors
Kitchen Remodeling	Plumbing	Pool & Spa

# **SCENES FROM THE SHOW**

# SHOW OVERVIEW 8





















# **EXHIBITORS SAY IT BEST**

## SHOW OVERVIEW 9

Comments from exhibitors taken from a post-show survey and attendee comments from an exit survey.

"Biggest day of selling since COVID (over \$17,000 sold today)!! It's so "KNIFE" to see people and happy clients again!!" Cutco Cutlery

### "Loved the show! Fantastic crowd." BATHFITTER

"I thought it was a great show. There were some slow times, but I'm happy with what we came out with being (hopefully) the last of the covid shows." **Concrete Craft of West St. Louis County and St. Charles** 

"We really liked the one way aisles. It cut down on congestion and allowed for freer movement for the consumers to get to the booths." Cole's Classic Remodeling



"The Spa Tent Sale SOLD OUT!" Spas and More!

"We had a great show and we are excited to be able to come back to exhibit in September. Thank you to HBA staff and St. Charles Convention Center staff - they did a great job putting together this event." Freddie Lee's Ghetto Sauce

#### **Consumer Quotes**

"Great show as always. Thank you for making it safe."

"Great exhibitors!"

"Lots to see."



# PARTICIPATING EXHIBITORS

# SHOW OVERVIEW 10

**ACI Exteriors** Adams Power Shower Advance Carpet One AdvantaClean Aerus Aholt Construction & Home Improvement Alenco Home Improvement Alenco (Kohler Div.) Amaya Contracting American Roofing & Exteriors American Sleep Therapy Anderson Cabinet Company Aqua Pool Pros Archway Coatings Astro Heating & Cooling **B & W Concrete Services Bacchus Concrete** and Construction **Backyard Furniture** Bath and Kitchen Connection Bath Planet of St. Louis and Perfect Choice BATHFITTER **BEAM Vacuum Systems Bear Creek Yard Creations** The Bedroom Store Bekah Miller Team -State Farm Berry Door & Window **Blind Ambition** Bob The Builder. LLC Bone Dry Roofing **CertaPro Painters Classic Buildings** Classic Kitchen Refacing, LLC Click Heat - Jennifer Gant-Brush **Closet Factory** Cole's Classic Remodeling Concrete Craft of West St. Louis County and St. Charles **Consort Homes Contemporary Roofing Cool Shades Custom Discount Exteriors** Custom Door Transformations

610 Insulation, LLC AAA Home Services

Absolute Comfort Systems

Cutco Cutlery D & B Sales. Inc. Das Holz Haus Davis Meat Processing, LLC Designer Palms, Inc. Doosan Bobcat **Dynamic Protective Coatings EcoMaids** Elite Air Systems Enercept, Inc. EUROSHINE USA, INC. Eyman Kitchen & Bath Farmers Insurance/ Taxman Insurance Group **Five Star Painting** of St. Charles Flagpole Farm Floor Coverings International Foundation Recovery Systems Freddie Lee's Gourmet Sauces, LLC Furniture Showcase/ DBA Mattress World USA Garage Force Garden Green GizMow. LLC Granite Transformations of St. Louis Greene Prairie Woodworks The Grout Medic of St. Louis The Gutter Cover Company **Gutter Helmet** By Harry Helmet H2 Only-Water Purification H. C. Awnings Helitech Waterproofing & Foundation Repair A Holistic Solution Holper's Pest & Animal Solutions HomeRun Products, LLC HomeSource Custom Homes Hot Shotz Mobile Power Wash Innovation X of Michigan Innovative Shade Solutions, LLC Jacob Sunrooms, **Exteriors & Baths** ilbinvestments Kitchen Craft Cookware

**Koala Insulation** Lawn & Landscape Solutions, LLC Lawn Doctor of Mid County-St. Charles Leafguard of St. Louis Lifestyle Market Place Lifetymz M&E Sales McManus Construction, Inc. Meramec Hardscapes Metro Lawn Sprinklers & Landscapes MGT Films Mid America Cabinet Refacing Mid America Chevy Dealers/ Southport Marketing Midtown Home Improvements, Inc. Midwest Exterior Design Midwest Window Tinting Missouri Constructors Missouri Hardscapes **Missouri Solar Applications** Modern Solutions, LLC Mold Solutions **Mosquito Authority** of St. Charles County Mosquito Joe Mosquito Squad of West St. Louis & St. Charles County My Pillow Nectar of the Vine **Nightworks Lighting** Nothing Bundt Cakes **Onsite Window Screening** Pros of St. Louis **Outdoor Lighting Perspectives Outdoor Living Solutions Outdoor Republic** The Pace Group, Inc. Pella Windows & Doors Plank And Sons Woodworking PowerHome Solar Prairie Pride Industries, Inc. **Prestige Products Direct Professional Irrigation** Systems, LLC Pure Heat Gourmet Sauces **R&R** Remodeling RainTight Decks

**Raising Solutions, LLC** ReBath Renewal by Andersen **Renovate Rite Rhodes Custom Finishes** Sam The Concrete Man Scentsy - Cathy Bell Seal Smart, LLC Second To None Beauty Shade Your World Siding Repair Systems SlabJack Concrete Lifting, LLC Small Batch Winery Solis Energy Services Something New Spas and More! Spray-Net St. Louis Post-Dispatch/ **Barden Circulation** StateWideSolar.com STL Design and Build Stone Hill Winery StoneCraft Epoxy Resurfacing Summer Accents Umbrellas By Water Canopy Superior Sleep Experience T-Mobile **TheHomeMag Thompson Farm** Soups & More **Total Tinting** Town & Country Landscaping Trelora **TRIMLIGHT ST. LOUIS** Two Men and a Spa Dolly Two Men And A Truck Uncommon USA, Inc. **Universal Windows** of St. Louis U.S. Bank Home Mortgage Valenti's Design, **Build & Remodel** Visionary Associates, Inc. / ATT Preferred Dealer White Pines Wood Products Window World Woods Basement Systems, Inc. The Wright Door Company XteriorPRO / Window Depot of St. Louis

