



2025/26 Marketing Report

Virginia

Survey Results

Proven Winners is leading the way with consumer research, conducting multiple surveys per year to gather insights on houseplants, bulbs, perennials and more. With an average completion rate of 95%, Proven Winners gardeners are providing us with deeper insights into shopping habits and plant preferences. For more information on surveys, contact **Jessica DeGraaf** - jessica@provenwinners.com.



TOTAL RESPONDENTS: 7,832

RESPONDENT GENDER IDENTITY



RESPONDENT AGES



TOP CHALLENGES FOR GARDENERS

Consumers are shifting to be more price conscious as cost was the most common gardening challenge they faced. Fewer consumers stated that lack of knowledge was a challenge; we attribute this to their ability to find gardening content online.



Cost



Weather



Finding a Specific Variety

WHERE GARDENERS SHOP

More than 76% of respondents shop at IGCs for plants, while 46% shop at big-box stores. There was significant overlap, with 34% reporting that they shop at both.



IGCs



Big Box Stores



Other



Online

DISTANCE TRAVELED

Consumers stayed closer to home this year with fewer respondents driving more than 50 miles to visit a garden center for the second year in a row. 10-25 miles is ideal for most consumers.



NATIONAL PLANT AWARENESS

Over 50% of respondents were familiar with Proven Winners' National Plants of the Year program mainly due to social media and content creators as well as provenwinners.com.



WHERE GARDENERS PLANT ANNUALS

Across all demographics, containers were the most popular way to plant annuals.



Containers
83.7%



Landscape Beds
59.7%



Hanging Baskets
45.4%



Window Boxes
17.7%

2026 National Plants of the Year

Over the last 9 years, we have selected exceptional varieties from our assortment as our National Plants of the Year. Marketing resources and funds have been dedicated to these plants to build excitement and consumer demand.

This has led to a 47% average variety growth for the National Annual of the Year.



LEARN MORE

2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Supertunia Vista® Bubblegum™ Petunia	Supertunia Vista® Bordeaux™ Petunia	Lemon Coral® Sedum	The Diamond Collection Euphorbia	Supertunia Mini Vista® Pink Star Petunia	Graceful Grasses® Prince Tut™ Cyperus	Truffula™ Pink Gomphrena	Supertunia Vista® Jazzberry Petunia	Supertunia Mini Vista® Yellow Petunia	Safari® Dusk™ Jamesbrittenia
									



Safari® Dusk™
Jamesbrittenia



'Dark Side of the Moon'
Astilbe



Heart to Heart® 'Chinook'
Caladium



Endless Cascades™ Shining Sea Star™
Hoya



Let's Dance Lovable®
Hydrangea macrophylla



Double Play Dolly®
Spiraea

2026 NATIONAL RECIPES OF THE YEAR



Kindness



Moonlit Lavender



Pixie Powder



Saffron Sunrise

Must-Have Plants

The products and programs listed below will be marketed to consumers in 2026 through magazines, social media, video advertisements and our ever-popular Gardener's Idea Book. Use these lists to help create an assortment consumers will be asking for!

TOP PLANTS OF THE 2026 GARDENER'S IDEA BOOK

- Art & Sol™ Mangave *New Intros*
- Bejeweled™ Series *Penstemon*
- Color Coded® Series *Echinacea*
- 'Dark Side Of the Moon' *Astilbe*
- Decadence® Lemon Meringue *Baptisia*
- Double Play Dolly® *Spirea*
- Dressed Up®/Primo®/Dolce® Series *Heuchera*
- Fall in Love® 'Sweetly' *Anemone*
- Hello Yellow *Asclepias*
- Lemon Coral® *Sedum*
- Luscious® Royale Cosmo *Lantana*
- Maestro® Coral and Gold *Agastache*
- Meant to Bee® Series *Agastache*
- 'Midnight Masquerade' *Penstemon*
- 'Orange Slices' *Spigelia*
- Prairie Winds® Series *Panicum*
- Rise Up Lilac Days® *Rosa*
- Rock 'n Grow® Back in Black *Sedum*
- Safari® Dusk™ *Jamesbrittenia*
- 'Sage Advice' *Perovskia*
- Señorita Rosalita® *Cleome*
- Silver River™ *Didelta*
- Sunglow™ Superlophus *Oenothera*
- Supertunia® Hoopla® Vivid Orchid™ *Petunia*
- Totally Stoked™ Series *Stokesia*
- Whirlwind® Blue *Scaevola*

PROVEN WINNERS® COLOR CHOICE® TOP PICKS

- Jazz Hands Variegated® *Chinese fringe-flower*
- Incrediball Storm Proof™ *Smooth Hydrangea*
- Let's Dance Sky View™ *Continuous Blooming Hydrangea*
- Perfecto Mundo® *Azalea* - entire series
- Native shrubs – plants vary by region

2026 TOP PICKS

Customers are looking for the newest varieties and when they can't find them in store, they buy them online. Make sure you have these Top Pick new intros at your IGC this spring

- Superbells Magic® Double Grapefruit *Calibrachoa*
- Superlophus™ Sunglow *Oenothera*
- Supertunia Vista® Cool Jazz™ *Petunia*
- 'Violets are Blue' *Delphinium*
- Dolce® 'Sultry Night' *Heuchera*
- Summerific® 'Garnet Globes' *Hibiscus*
- 'Catwalk Queen' *Nepeta*
- 'Lemon Purrfection' *Nepeta*
- 'Treasure Trove' *Rudbeckia*
- 'Prairie Princess' *Vernonia*
- 'Dragon Slayer' *Yucca*
- Berry Scape™ *Aronia arbutifolia*
- Kodiak Jet Black™ *Diervilla*
- Incrediball Storm Proof™ *Hydrangea arborescens*
- Fairytrail Fresco™ *Cascade Hydrangea®*
- Reminiscent® Yellow *Rosa*
- Powerball™ *Hydrangea paniculata*
- Gatsby Glow Ball™ *Hydrangea quercifolia*
- Bloomerang Showmound™ *Syringa x pubescens*



VIEW THE FULL
GARDENER'S IDEA
BOOK LIST



LEARN MORE ABOUT
THE 2026 TOP PICKS



UNPLUGGED® White
Salvia



SUPERTUNIA MINI VISTA®
Plum Veined Petunia



UNPLUGGED® SO BLUE™
Salvia



SUPERTUNIA® HOOPLA®
Vivid Orchid™ Petunia



SEÑORITA ROSALITA®
Cleome

2025 TRIAL STANDOUTS



Supertunia Vista® Cool Jazz™
Petunia



Safari® Lava Flow
Jamesbrittenia



Superlophus™ Sunglow
Oenothera

Top Programs

- Deer Proof™ Shrubs
- NewGen® Boxwood
- Hollywood Hibiscus®
- Art & Sol® Mangave
- EZ Scape™

Top 10 Annuals Sold in Virginia

*Based on Online Sales



Supertunia Vista®
Bubblegum® Petunia



Supertunia® Bordeaux™
Petunia



Superbells® Lemon Slice®
Calibrachoa



Superbells® Yellow
Chiffon™ Calibrachoa



Supertunia® Royal
Velvet® Petunia



Laguna® Sky Blue
Lobelia



Superbells® Tropical
Sunrise Calibrachoa



Diamond Frost®
Euphorbia



Supertunia® Bermuda
Beach® Petunia



Superbells® Yellow
Calibrachoa

Top 10 Perennials Sold in Virginia



‘Cat’s Pajamas’
Nepeta



Amazing Daisies® Daisy
May® Leucanthemum



‘Cat’s Meow’
Nepeta



‘Denim ‘n Lace’
Perovskia



Dolce® ‘Wildberry’
Heuchera



Color Coded® ‘The Fuchsia
is Bright’ Echinacea



‘Violet Profusion’
Salvia



Dolce® ‘Cherry Truffles’
Heuchera



Color Spires® ‘Back to
the Fuchsia’ Salvia



‘Paint the Town Magenta’
Dianthus

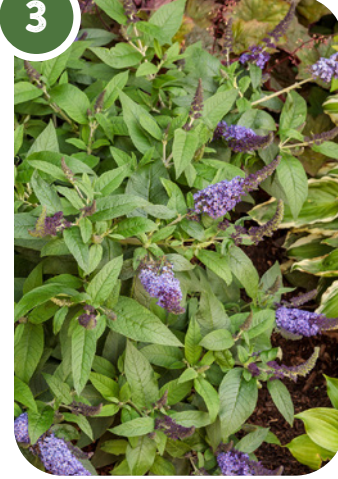
Top 10 Shrubs Sold in the Southeast Region



Miss Molly®
Buddleia



Pugster Amethyst®
Buddleia



Pugster Blue®
Buddleia



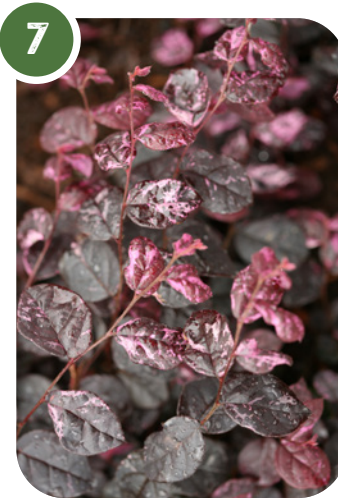
Sprinter®
Buxus



Limelight Prime®
Hydrangea



Little Lime Punch™
Hydrangea



Jazz Hands Variegated®
Loropetalum



Double Play® Candy Corn®
Spiraea



Double Play Doozie®
Spiraea



North Pole®
Thuja

PW
PROVEN
WINNERS®

COLOR CHOICE®
FLOWERING SHRUBS

Social Media



1.5M Followers on Facebook & Instagram

Through a geo-targeted Mother's Day campaign this spring, we encouraged consumers to shop at their local IGC. We also ran a spring campaign for garden centers carrying Proven Winners Premium Bulbs. Linking to our Find a Retailer page, consumers were able to locate Proven Winners plants in their area.

Collectively, these campaigns resulted in more than 1.1 million impressions, with 22% of viewers visiting the website to learn more.



In 2026, we will be expanding these campaigns to encourage consumers to shop locally. Refer to the calendar on page 10 to learn more.



Content Creators for Your Region

The Proven Winners Content Creators Program leverages social media garden influencers to drive awareness and sales for your garden center. We partner with carefully selected creators across the US and Canada who align with our values, empowering them to develop authentic content that showcases Proven Winners products while inspiring audiences to connect with gardening. This approach helps us reach new customers under the age of 55, who are increasing their reliance on content creators through engaging, educational content that speaks to diverse growing conditions and regional challenges.

Our creators appeal to followers from budding plant-lovers to experienced gardeners, with regional expertise spanning from the rainy Northwest Pacific to the heat of Texas to the clay soils of the Mid-Atlantic.

By building brand awareness and improving plant knowledge among consumers through trusted regional influencers, we're helping drive demand for Proven Winners products that ultimately brings informed, engaged customers to your garden center.



Matthew Ingram
@SouthernersGarden



Jenny Simpson
@CreeksideNursery



Tyler & Brian
@GardenerInLove

Online

9.5M

Visitors

More than 433,780 unique visitors were from Virginia. Some of the most popular pages visited included Plant Search, Container Recipes and Find a Retailer.



Audio & Video Ads

5.8M

Impressions

Through our partnership with iHeartMedia, we ran a location-based audio and video campaign. Starting in the southern U.S. and moving northwards to align with the spring season, our video ads saw a completion rate of over 98% reaching a highly-targeted audience of gardeners.



Billboards

Our billboard campaign aims to increase brand recognition and is strategically placed near garden centers carrying Proven Winners plants. A Nielsen study showed that 75% of travelers could recall a billboard from the past month.

In 2026, we will be featuring the National Plants of the Year and increasing the number of weather-triggered boards, while retaining boards in key markets.



Connect+® Marketing

The Connect+® marketing program helps independent garden centers simplify marketing. With the Promoboxx tool now available to all tiers, Connect+ can help garden centers increase impressions and engagements while reducing the time needed to create social media campaigns—allowing you to spend more time in the garden center with your customers.

New for 2026, all garden centers that complete Certified training will have the opportunity for their inventory to be shared on our website.

CONNECT+

Exclusive Marketing Solutions for IGCs



LEARN MORE



Local Availability

Garden Crossings LLC

marked in stock Aug 25, 2025

Proven Winners® Signature Garden
4902 96th Ave
Zeeland, MI 49464



The Gardener's Idea Book

Part of Connect+? Order by January 9, 2026 to have the Gardener's Idea Book personalized with your garden center's logo!



THE GARDENER'S IDEA BOOK



Black Forest Nursery
203 King Street,
Boscawen, NH 03303

316,724

copies distributed nationally

4,241

distributed in Virginia

*does not include IGC orders



ORDER NOW



Black Forest Nursery
203 King Street,
Boscawen, NH 03303

COME CELEBRATE OUR NEW EXPANSION!

Find Proven Winners locally or buy online at www.provenwinners.com
Proven Winners Gardening Hotline: 815-895-6130
Question? Feedback? We're listening. provenwinners.com/feedback



1 234 567 890 128

Suggested Retail Price: \$2.00

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Plan Ahead for 2026

MARKETING CALENDAR

Refer to the calendar below for early details on our 2026 marketing plans. Geo-targeted ads will reach consumers in specific cities near IGCs carrying the advertised product while email and SMS will reach a broader audience.

Exact dates are subject to change

MONTH	TOPIC	PLATFORM
February–May	2026 Out-Of-Home Advertising	Billboards
February–May	Video Advertising	Streaming TV and Youtube
March–May	2026 New Varieties	Social Media, emails, SMS
March 20–30	Prep for spring - Find your local garden center	Social Media Geo-targeted Ads
April 1–30	National Plants of the Year	Social Media, emails, SMS
April 15–30	Summer Bulbs	Social Media Geo-targeted Ads
May 3–10	Shop local for Mother's Day	Social Media Geo-targeted Ads, SMS
June 22–28	National Pollinator Week	Social Media Geo-targeted Ads
August 2–8	Summerific Week	Social Media, emails, SMS
August–September	Fall-planted bulbs	Social Media Geo-targeted Ads
August 20–30	leafjoy® Houseplants	Social Media Geo-targeted Ads

PURCHASING CALENDAR

Refer to the calendar below for ordering times for key products.

