

PW
PROVEN
WINNERS®
The Brand Gardeners Trust



2025 / 26 Marketing Report

Montana

provenwinners.com

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.



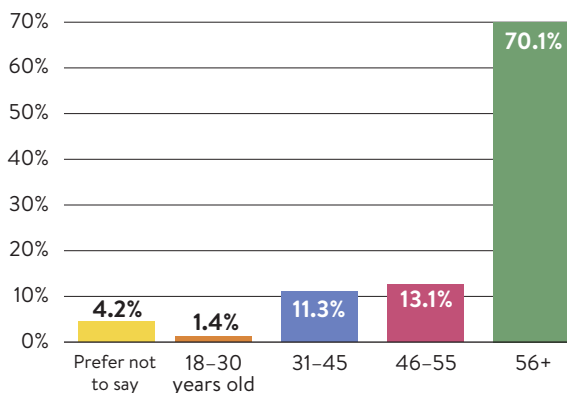
TOTAL RESPONDENTS: 7,832

RESPONDENT GENDER IDENTITY



■ Women
 ■ Men
 ■ Prefer not to disclose

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



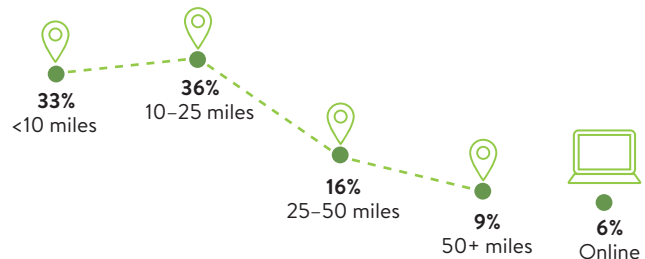
Other



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 |
| | | | | | | | | | |



ANNUAL
OF THE YEAR

Safari® Dusk™
Jamesbrittenia



PERENNIAL
OF THE YEAR

'Dark Side of the Moon'
Astilbe



CALADIUM
OF THE YEAR

Heart to Heart® 'Chinook'
Caladium



HOUSEPLANT
OF THE YEAR

Endless Cascades™ Shining Sea Star™
Hoya



HYDRANGEA
OF THE YEAR

Let's Dance Lovable®
Hydrangea macrophylla



FLOWERING
SHRUB
OF THE YEAR

Double Play Dolly®
Spiraea

2026 NATIONAL RECIPES OF THE YEAR



CALADIUM
RECIPE
OF THE YEAR

Kindness



RECIPE
OF THE YEAR

Moonlit Lavender



RECIPE
OF THE YEAR

Pixie Powder



RECIPE
OF THE YEAR

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*



COLORBLAZE® MINI ME™ Chartreuse *Coleus*



SUPERTUNIA MINI VISTA® Yellow *Petunia*

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 Montana

*Based on Online Sales



1
Supertunia® Royal
Velvet® Petunia



2
Supertunia Vista®
Bubblegum® Petunia



3
Supertunia® Bordeaux™
Petunia



4
Supertunia® Royal
Magenta® Petunia



5
Supertunia Vista®
Fuchsia Petunia



6
Supertunia®
Saffron Finch™ Petunia



7
Supertunia Vista®
Jazzberry® Petunia



8
Superbells® Dreamsicle®
Calibrachoa



9
Supertunia Vista®
Silverberry Petunia



10
Graceful Grasses®
Prince Tut™ Cyperus

Top 10 Perennials Sold in Montana



1
'Cat's Pajamas'
Nepeta



2
'Pink Profusion'
Salvia



3
'Cat's Meow'
Nepeta



4
'Silver Lining'
Artemisia



5
'Denim 'n Lace'
Perovskia



6
Upscale® 'Red Velvet'
Monarda



7
Color Spires®
'Violet Riot' Salvia



8
'Tuscan Sun'
Heliopsis



9
Fruit Punch® 'Black
Cherry Frost' Dianthus



10
Primo® 'Black Pearl'
Heuchera

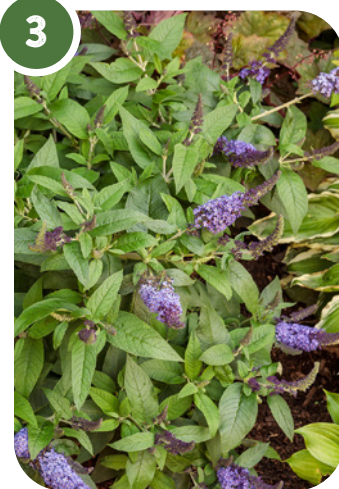
Top 10 Shrubs Sold in the Rocky Mountain Region



Ground Hug™
Aronia



Miss Violet®
Buddleia



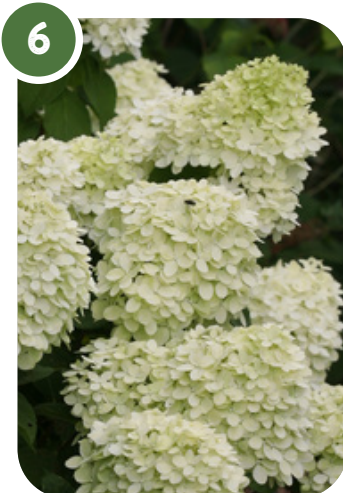
Pugster Blue®
Buddleia



Arctic Fire® Red
Cornus



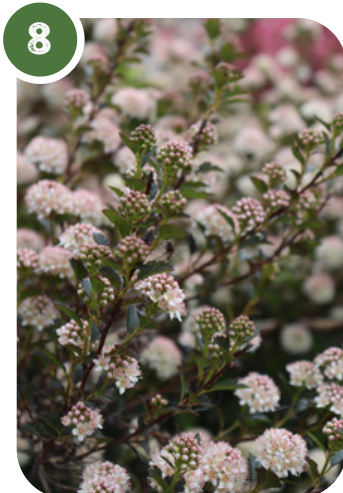
Incrediball®
Hydrangea



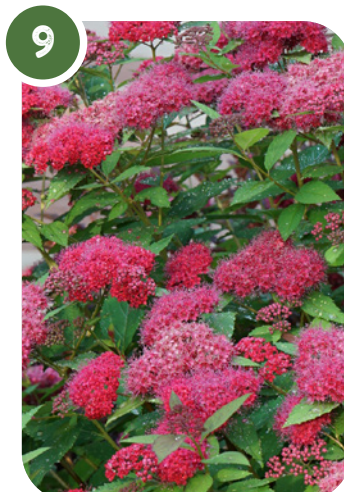
Little Lime®
Hydrangea



Fine Line®
Rhamnus



Tiny Wine®
Physocarpus



Double Play Doozie®
Spiraea



Blue Muffin®
Viburnum

PW
PROVEN
WINNERS®

COLOR CHOICE®
FLOWERING SHRUBS

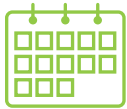
Social Media



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.



Morgan Amos
@Coffee.and.chlorophyll

Online

9.5M

Visitors

More than 39,420 unique visitors were from Montana. Some of the most popular pages visited included Plant Search, Container Recipes and Find a Retailer.



Grow.
smiles
all
season



Find Your Plants

Search Plants



Zone

Plant Type

Colors

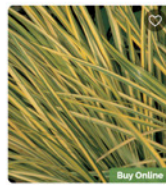
Light Level

Available Online

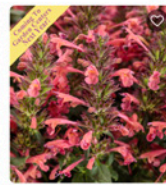
SEARCH

Advanced Plant Search
Container Garden Recipe Search

Plants



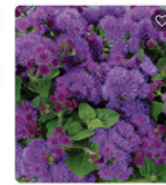
Graceful Grasses® Ogon
Golden variegated Sweet Flag



Maestro® Coral
Hummingbird mix



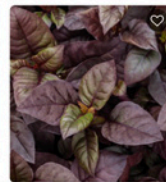
Maestro® Gold
Hummingbird mix



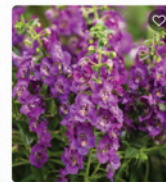
Artist® Blue
Petunias



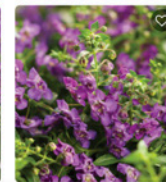
Emerald Isle™
Elephant Ears



Plum Dandy™
Asteranthus



Angelface® Blue
Summer Snapdragons



Angelface® Cascade Blue
Summer Snapdragons

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

CONNECT+[®]

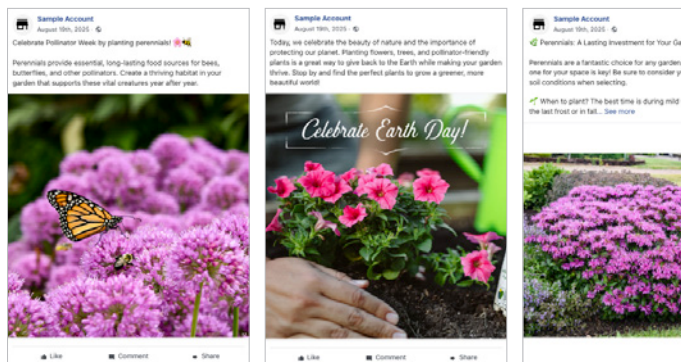
Exclusive Marketing Solutions for IGCs

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.



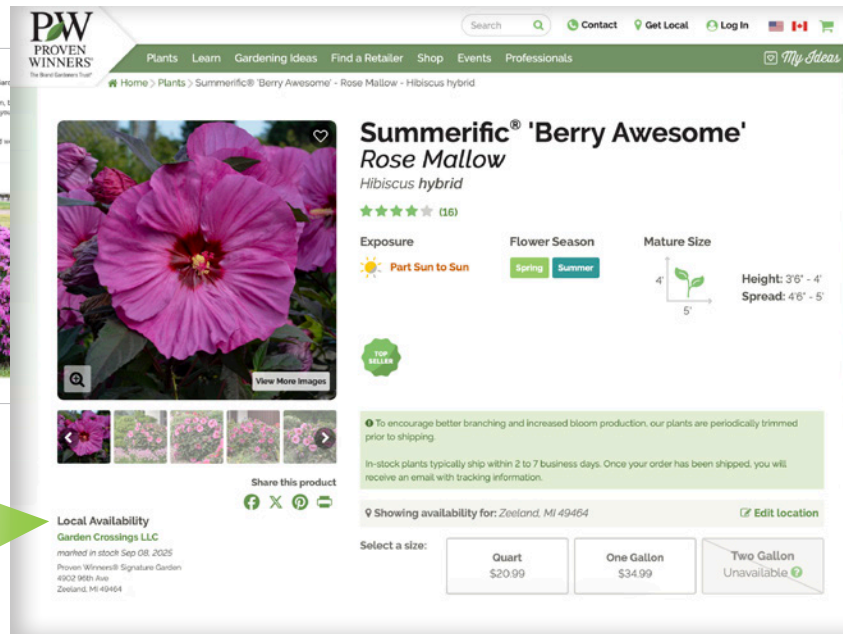
LEARN MORE



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!



Black Forest Nursery
203 King Street,
Boscawen, NH 03303

316,724
copies distributed nationally

572
distributed in Montana
*does not include IGC orders



THE GARDENER'S IDEA BOOK



ORDER NOW

Important Legal Notice: The plant varieties shown herein are protected by U.S. Plant Patents, or are U.S. Plant Patent Applicants for, are protected by Canadian Plant Breeders' Rights, or are Canadian Plant Breeders' Rights Applicants, and/or are protected by trademark law. International Plant Breeders' Rights and/or trademarks also apply. In the U.S. and Canada, please visit provenwinners.com for details for more information.

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](https://www.provenwinners.com/feedback)



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Suggested Retail Price: \$2.00

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