

PGA of MB 2024 Buying show Report for 2025 Spring AGM:

Submitted by: Darren Hayden, Buying Show Chair

Review of 2024 Buying Show:

- 2024 we once again returned to Canad Inn Club Regent
- We saw 32 vendor booths in attendance, an increase of 6 from 2023. Total increase of 12 booths from just 2 years ago
- With a \$35,064.88 Net profit from the buying show after all expenses, up \$13,280 from 2023, and our largest net profit ever. This event continues to be our single largest association revenue generator.
- Attendance stayed consistent with 2023's increased numbers at approximately 160 delegates. We once again saw increased attendance by inviting Golf Manitoba & NGCOA member club delegates
- A vendor survey following the 2024 show, saw 80% of vendors prefer the current timing and dates for the show.
- Some vendors requested priority bookings orders at the show to avoid possible sell throughs on certain items. Other vendors were pro-active in providing pre-viewing prior to the show to avoid this and allow for viewing time slots for smaller/new accounts.

Looking forward to the 2025 Buying show:

- We are happy to announce that we have secured dates and the same location for our 2025 buying show, again at the Canad Inns Destination Centre Club Regent Casino Hotel.
- Show dates will be: Monday, November 3rd & Tuesday November 4th with Sunday, November 2nd held as our vendor set up date.
- These dates were selected for several reasons, including:
 - Other show dates already confirmed: BPG Show: October 14 to 16, Alberta Buying Show: October 21 to 23, Saskatchewan Buying Show: October 30 & 31

- Ensuring that our vendors who cover multiple zone shows are able to attend is a top priority and continues to drive the date selection, along with decreased attendance with show dates that fell ahead of Thanksgiving
- We will continue to monitor buying show date each year in attempts to coordinate with other zones that could affect our vendor representation. As Thanksgiving date changes, so will the schedule buying shows around it.
- We continue to increase our vendor contact list in hopes to expand on our booth representation for this fall.
- We encourage the members of our association to attend, support and place orders on site at our buying show. It is critical that we provide business to our vendors during the show to ensure the continued growth and success of our primary association revenue stream. Without this shows revenue our association would have difficulty continuing to operate in the capacity we all wanted it to.
- We will continue to review all aspects of the show on a regular basis to ensure that we can maximize member and vendor satisfaction while at the same time maximizing profits to ensure improved member services