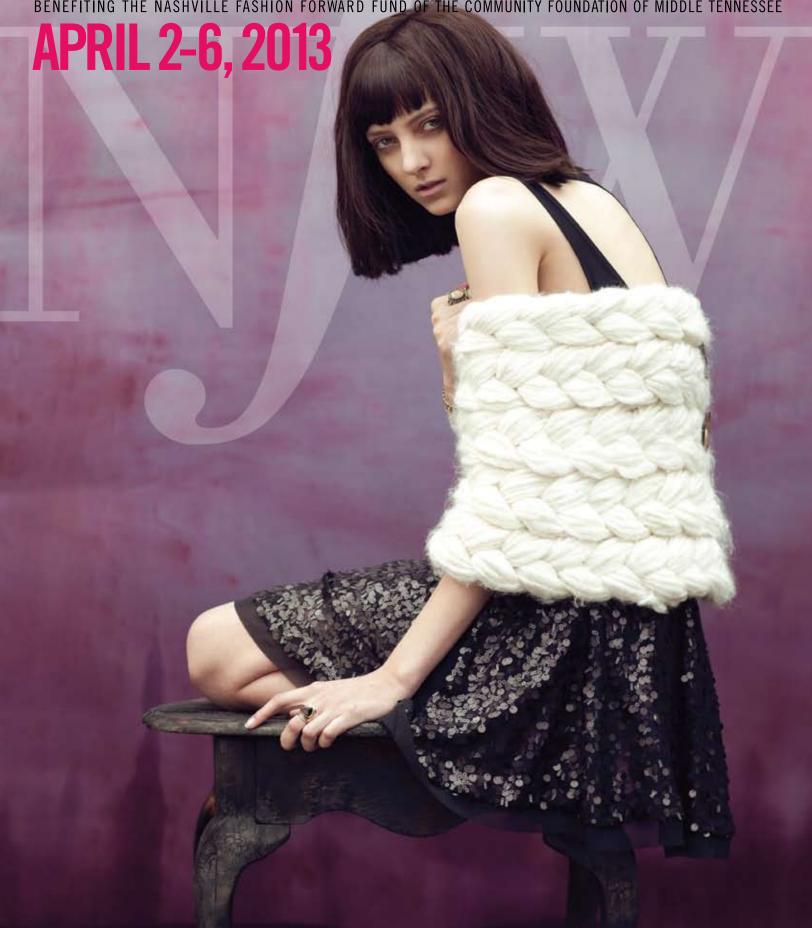
### NASHVILLEFASHIONWEEK



## MISSION



PHOTO: Eric Winston

Nashville Fashion Week is a city-wide celebration of Nashville's thriving fashion and retail community and its vast array of creative talent—featuring local, regional and national design talent in fashion events and shows, and encouraging both Nashvillians and visitors to explore the city's diverse fashion and retail spaces throughout the week with promotions, partnerships and educational workshops.



## HASHALLE FASHION FORWARD FUND

PHOTO: Eric Winston

The Nashville Fashion Forward Fund was established in 2011 with funds from the first Nashville Fashion Week to support the next generation of fashion industry professionals with ties to Middle Tennessee and provide financial awards for professional development. The Fund and application process is managed by The Community Foundation of Middle Tennessee. Award recipients are selected by a committee of the Board of CFMT. Applications are accepted in the fall with winners announced early January. The establishment of the fund was inspired by the professional development opportunities provided by the Council of Fashion Designers (CFDA) through programs such as the CFDA/Vogue Fashion Fund. The Nashville Fashion Forward Fund ensures that Nashville Fashion Week is not just a signature high-profile event to celebrate creativity, but also an ongoing, sustainable focus for philanthropic support.

"What a difference the Nashville Fashion Forward Fund is making! And what a difference it will continue to make to enhance our region's role as a place which nurtures creative talent and opportunity. As the Nashville Fashion Forward Fund grows with proceeds from Nashville Fashion Week and future fashion weeks, so too will the support available to the next generation of talent in our local fashion industries."

- Ellen Lehman, President of The Community Foundation of Middle Tennessee.

## LAUREN LEONARD

### NASHVILLE FASHION FORWARD FUND RECIPIENT 2013



Congratulations to Lauren Leonard, the creative mind behind the fashion line, Leona, for being chosen as the 2013 Nashville Fashion Forward Fund winner. Leonard was carefully selected from an illustrious group of fashion industry professionals that included designers, hair and clothing stylists, photographers, makeup artists and models.

Established in 2011, the objective of the Nashville Fashion Forward Fund of The Community Foundation of Middle Tennessee is to provide an award

that willrecognize the individual achievements of a fashion industry professional. The financial resources that accompany the award are intended to provide a professional development and/or experiential opportunity for the winner to further advance their career in the fashion industry.

Since Leonard's debut of her line, Leona, in the spring of 2008, it has quickly gained a faithful following and is sold at more than a hundred of the most discerning and renowned retailers internationally. With celebrity fans like Taylor Swift and Giuliana Rancic, sightings in *Lucky*, *Elle* and *People* magazines, and hit television shows *Gossip Girl* and *90210*, Leona is becoming one of the fastest growing contemporary labels in fashion today. Best of all, the entire line is created right here in Nashville in Leonard's studio and has shown at Nashville Fashion Week in the inaugural year of 2011 and then again in 2012.

"I am thrilled and honored to be chosen as the recipient of the Nashville Fashion Forward Fund Award! Nashville Fashion Week has been incredibly impactful for our business, and the receipt of this award will only further facilitate our plans for growth," said Leonard. "This contribution will allow me to attend the Premiere Vision Textile Show this fall in Paris. One of our many challenges is finding luxury textile suppliers and design inspiration each season. I have never had the opportunity to visit France or any international textile shows and I know this experience will be inspirational, educational and lucrative for Leona's development. I can't thank the directors and founders of the Community Foundation of Middle Tennessee and Nashville Fashion Week enough for all they have done to support their local fashion talent as well as introduce Nashvillians to fashion originating outside of the city. I am so proud to be a part of this community and to be recognized by these organizations!"

## SPONSORS



PHOTO: Jess Williams

### **MEDIA SUPPORT**

Native Nashville Lifestyles Nashville Arts Magazine

### SPONSORED BY

The Gulch Hutton Hotel^ The Mall at Green Hills^ Opry Mills

UAL^

William Edge

### **EVENT SPONSORS**

Anthem

Big Events Inc.^

Bright Event Productions

emma^

Fashion Bytes^

Grand Avenue^

Jive! A Digital Print Factory^

MACS I AMAX^

McQuiddy & Eskimobrethren.com

Music City Tents & Events^

Real Water^

Redbull

The Pinnacle at Symphony Place^

Tim Hodges Logistics^

Wondergraphics^

### **MEDIA SPONSORS**

Lightning 100^ Nashville Scene^ Nfocus^

yelp!^

### STYLE SPONSORS

Doxahlogy Green Pea Salon^ Private Edition^ Salon Nfuse^ Sylvia Heisel the cosmetic market^ Trim^

### PRESENTING BOUTIQUES

Gus Mayer^ Levy's^ Modern Trousseau

### **HOSTING BOUTIQUES**

Hemline^ Jamie^ Kendal Boutique

### FOOD & DRINK SPONSORS

Absolut Hibiskus Amstel Light^ Aura World Fusion Cusine blvd nashville^ Chef's Market^ Cielo e Terra Wine DrinkMusicCity.com Feast Horizon Wine & Spirits Jet's Pizza M Restaurant & Bar **Nothing Bundt Cakes Provence Bakery** Pub5 Santa Fe Cattle Co. Whisper Creek

### **COMMUNITY PARTNERS**

Willett

The Community Foundation of Middle Tennessee^ NowPlayingNashville.com^ Mayor's Office^ Metro Arts



### THE GULCH Opry Mills®







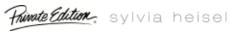






































































HEMLINE JAMIE Kendal

























































MAYOR'S OFFICE

## ATTENDANCE

**2000+** FIVE NIGHTS OF FASHION SHOWS AT UNIQUE LOCATIONS

100+ THREE INDUSTRY PANELS AT EMMA

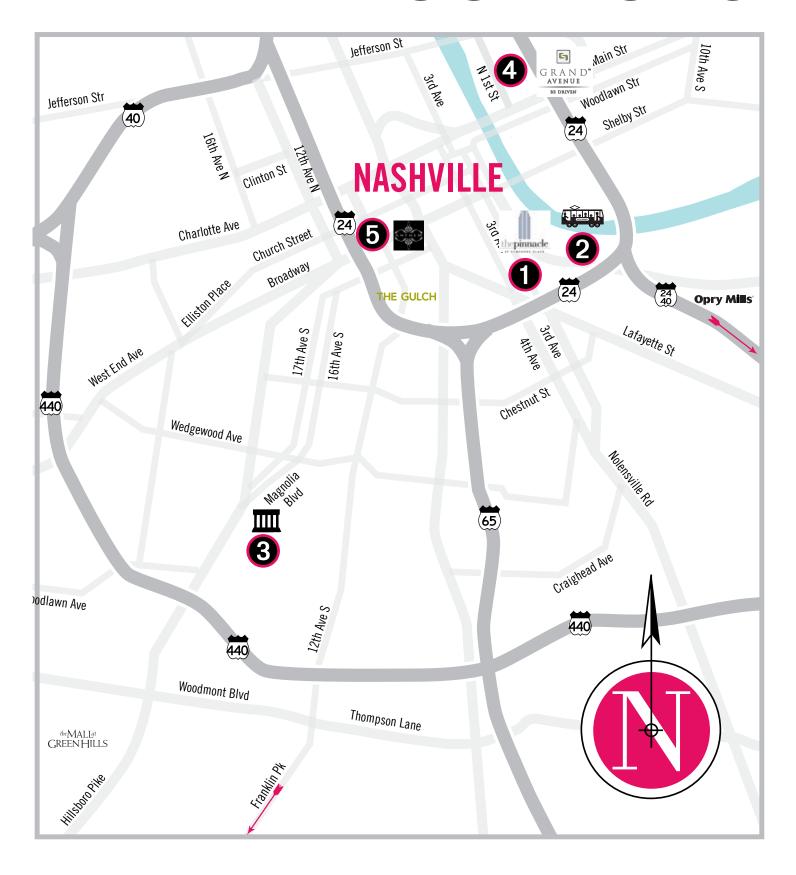
42 BOUTIQUE-SPONSORED EVENTS THROUGHOUT THE CITY

123 VOLUNTEERS

## SCHEDULE

TUESDAY 4/2	WEDNESDAY 4/3	THURSDAY 4/4	SPONSORED BY	FRIDAY 4/5	SATURDAY 4/6
			THE GULCH		9AM - 6PM / ERABELLUM POP-UP - Hillsboro Village
		9:30AM - 5:30PM / PRIVATE EDITION	12 - 4PM / THE TRUNK NASHVILLE - Belmont	9:30AM - 5:30PM / PRIVATE EDITION	9:30AM - 5:30PM / PRIVATE EDITION
	10AM - 11:30PM / EMMA'S BISTRO FASHION INDUSTRY PANEL - THE BUSINESS OF ATTIRE: HOW TO BUILD A FASHION BRAND	10AM - 4PM / JAMIE	12 - 6PM / ERABELLUM ARTISAN CO-OP STACEY RHODES BOUTIQUE STATE NASHVILLE	10AM - 4PM / GUS MAYER / MEMEKA BY GUSTAVO CADILE JAMIE	10AM - 4PM / JAMIE / LAGI NADEAU
	10AM - 6PM / GUS MAYER / NONOO	10AM - 6PM / APRICOT LANE BILLY RIED	12 - 8PM / GYPSY BLUE FASHION TRUCK - Hillsboro Village	10AM - 6PM / Margaret ellis Jewelry at Nina Kuzina Gallery	
		BILLETS & MULLETS DESIGNER FINDS E. ALLEN	1 - 3PM / BLVD. BISTRO TEA LUNCHEON	11AM - 2:30PM / BEE ATTITUDES POP UP SHOP - Berry Hill	11AM - 3:30PM / HEMLINE / LEONA
		GUS MAYER H. AUDREY HOUSE OF STELLA	1 - 5:30PM / LUCY POP SALON / PINK ELEPHANTS DESIGNS		11AM - 6:30PM / BEE ATTITUDES POP UP SHOP - Hillsboro Villa
12 - 3PM / THE TRUNK NASHVILLE - Hillsboro Village	1:30 - 3PM / EMMA'S BISTRO	LUCCHESE MANUEL AMERICAN DESIGNS MARGARET ELLIS JEWELRY AT NINA KUZINA GALLERY PETER NAPPI	2 - 6PM / KENDAL BOUTIQUE / PLENTY/TRACY REESE SOCA	12 - 3PM / THE TRUNK NASHVILLE - Midtown	12 - 3PM / THE TRUNK NASHVILLE - 12 South
	FASHION INDUSTRY PANEL - MUSIC CITY RETAIL ROCKS! SELLING FASHION IN NASHVILLE	POSH STUDDED UAL	3 - 6PM / FRINGE AND LACE - Sylvan Park		
	1 - 5PM / ROLLING MILL HILL THE TRUNK NASHVILLE - Rolling Mill Hill	10AM - 6:30PM / ABSOLUTION THE COSMETIC MARKET SKIN MB MED SPA SPECS OPTICAL THERAPY SYSTEMS	3:30 - 6:30PM / ATELIER		2 - 4PM / BLUSH TWO OLD HIPPIES
	3:30 - 5PM / EMMA'S BISTRO FASHION INDUSTRY PANEL -		4 - 6PM / ELAINE TURNER HARDWEAR MERRY, KRISTINE RIIS		5 - 8PM / THE TRUNK NASHVILLE - SoBro
7:00PM / THE PINNACLE. 22ND FLOOR	LOOK SHARP: SELLING THE IMAGE	10:45AM - 1PM / BELMONT MANSION	AND WHAT'S-IN-STORE		7PM / ANTHEM PHILLIP MADISON ELIZABETH SUZANN
PLENTY BY TRACY REESE TRACY REESE VAL RIEMAN	6:30 - 7:30PM / THE TROLLEY BARNS AT ROLLING MILL HILL COCKTAILS ON THE TERRACE	MODERN TROUSSEAU MEMEKA BY GUSTAVO CADILE	6 - 8PM / KOCKTAILS & KOUTURE	7:30PM / GRAND AVENUE WORLDWIDE	JENNIFER NINA EVANS SARAH JANE ESTES CORELLO
val Rieman RED DOLL VONOO	7:30PM / THE TROLLEY BARNS AT ROLLING MILL HILL KAT SEATON TUFT	11AM - 4PM / DIVAS SHOEZ	6PM TIL' / THE GULCH, PINE STREET FLATS	LAGI NADEAU ABI FERRIN LEONA	BLOOMING LEOPOLD VOYAGE
9:30PM - 12AM / OFFICIAL NFW AFTER PARTY SPONSORED BY OPRY MILLS	BLACK BY MARIA SILVER PINK ELEPHANTS DESIGNS T RAINS	11AM - 6PM / IMMOGENE + WILLIE LOCAL HONEY	SHOPPING NIGHT OUT IN THE GULCH  8PM TIL' / KOCKTAILS & KOUTURE SHOPPING NIGHT OUT AFTER PARTY	SAND  9PM - 12AM / GRAND AVENUE WORLDWIDE  POP-UP DINNER BY TEMP RESTAURANT	9:30PM - 12AM / ANTHEM OFFICIAL NFW CLOSING PARTY SPONSORED E RED BULL & WILLIAM EDGE SALON

## LOCATIONS



## DESIGNERS



Blooming Leopold\* Corello\* Black by Maria Silver\*^ Elizabeth Suzann\* Jennifer Nina Evens\* Kal Rieman^ **Kat Seaton** Lagi Nadeau Leona\*^ Memeka by Gustavo Cadile Modern Trousseau Nonoo Phillip Madison\* Pink Elephants\*^ plenty by Tracy Reese Red Doll ^ SAND Sarah Jane Estes T. Rains^ Tracy Reese Tuft\*^ Voyage Clothing\*

Abi Ferrin

<sup>\*</sup> LOCAL DESIGNER

<sup>^</sup> RETURNING DESIGNER

plenty of tracy reese TRACY REESE KAL RIEMAN

DAY 1 THE PINNACLE





THE TROLLEY BARNS

kat seaton TUFT Black by Maria







DAY 3 **BELMONT MANSION** 





DAY 4 **GRAND AVENUE** 



















DAY 5 ANTHEM

























PHOTOS: Eric Winston



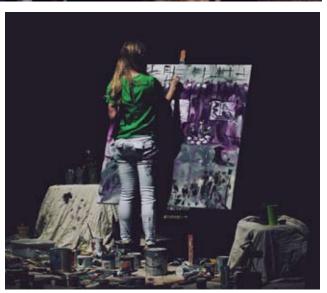








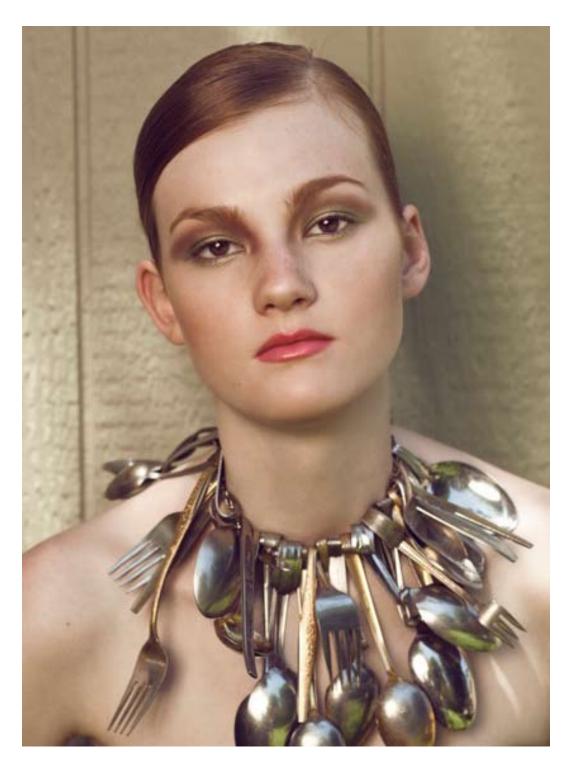








### MODELS 81 MODELS



180 Talent
Advantage Models and Talent
The Avenue Agency
Dan Talent Group
EYE Management
Independant Models
MACS I AMAX
Premiere Event Group
Reflection Agency

## BOUTQUES 52 BOUTIQUES



PHOTO: Jess Williams

Absolution^ Apricot Lane Atelier^ Bee Attitudes Pop Up Shop Billy Reid Blush Belle Meade^ Blush Brentwood^ **Blush Cool Springs Bullets & Mullets** The Cosmetic Market Cool Springs The Cosmetic Market Green Hills^ The Cosmetic Market Opryland **Designer Finds** Divas Shoez F. Allen **Elaine Turner** Erabellum Artisan Co-Op

Fringe & Lace The Gulch Gus Mayer\*^ **Gypsy Blue Fashion Truck** H. Audrev^ Hemline\*^ House of Stella imogene + willie^ Jamie\*^ Kendal Boutique\* **Kocktails & Kouture** Levy's\*^ Local Honey Lucchese Lucy Pop Salon The Mall at Green Hills^ Manuel American Designs Inc. Margaret Ellis Jewelry at Nina Kuzina Gallery^ Modern Trousseau\*^ Opry Mills Peter Nappi Posh Boutique Cool Springs Posh Boutique Green Hills^ Posh Boutique Hillsboro Village^ Private Edition Skin MB Med Spa **SOCA** Specs Optical Stacey Rhodes Boutique^ State Nashville Studded Therapy Systems^ The Trunk Nashville^ Two Old Hippies UAL^

<sup>\*</sup> PRESENTING/HOSTING BOUTIQUE

<sup>^</sup> RETURNING BOUTIQUE



























Fringe & Lace THE GULCH Gus Mayer









**HEMLINE** 



























**Opry Mills** 



















THERAPY SYSTEMS.







## GIFT BAG CONTRIBUTORS



PHOTO: Shelley Justiss

Blush The Cosmetic Market E. Allen **Elaine Turner** Goodbuy Girls Green Pea Salon^ Hemline HeyleeB.com Jamie Kal Reiman **Kocktails & Kouture** Leona Levy's^ Luchesse Lucy Pop Salon ^ Manuel American Designs Inc.^ Music City Suds

**ADS Security** 

NFocus^ Nashville Lifestyles Nashville Scene^ Native NowPlayingNashville.com ^ Olivia Olive Oil ^ Pink Elephants Design Posh^ **Private Edition** Real Chemistry Red Bull Red Doll by Tatyana Merenyuk Roux Maison Skanska USA **SOCA** Studio Goddess Studio Mills Yoga^ The Dog Spot UAL Yelp Nashville ^

## INDUSTRY PANELS





**LOCATED ON APRIL 3 AT EMMA** 

### THE BUSINESS OF ATTIRE: HOW TO BUILD A FASHION BRAND | 10 - 11:30 AM

Experts dish the nitty-gritty of growing a fashion company from the ground up. A must for all designers as well as anyone who wants "real world" insight into how the fashion industry works.

### Moderator: Sophie Simmons, designer/owner of a small luxury fashion company

**Panel:** Design, development and production specialist David Perry of The DSP Group; entertainment attorney Robert Darwell of Sheppard Mullin; designer and Nashville Fashion Fund 2012 winner Lauren Leonard of Leona; NFW 2013 designer Cally Rieman of Kal Rieman; retail recruiter for the Nashville Downtown Partnership Crissy Cassetty

### MUSIC CITY RETAIL ROCKS! SELLING FASHION IN NASHVILLE | 1:30 - 3 PM

Leading local retailers tell what it takes to run and buy for a fashion boutique. A variety of different business models will be explored, including online, direct sales, and traditional multi-label stores.

### Moderator: Elizabeth Broyhill, veteran Nashville retailer/brand and media consultant

**Panel:** Nashville-based designer and boutique owner Kayce Hughes; Chelsea Eager, owner of the online boutique Thompson Fifteen; Sevier Skirts founder Suzanne Sevier Rowland; Posh owner Kathy Hadley

### LOOK SHARP! SELLING THE IMAGE | 3:30 - 5 PM

Pros weigh in on how strong visuals, good press assets, and solid social media plan sell a brand. This panel is a boon for anyone who's curious about the world of fashion marketing and building a salable public profile.

### Moderator: Libby Callaway, fashion writer/media consultant

Panel: 2013 *Project Runway* contestant and fashion designer Amanda Valentine of Valentine Valentine; Bismark Phillips Communications (BPCM) owner Carrie Phillips; Nashville-based Pinterest superstar and social media expert Lauren Zwanziger; Next Model Management agency director Alexis Borges; Sally Lyndley fashion/celebrity stylist and former contributor to *Vogue* and *Love* 

## PARTIES









### THURSDAY, MARCH 28

Speakeasy Pop-Up Dinner 500 Houston Street

### TUESDAY, APRIL 2

Official Kick-Off Party Pub5 Sponsored by Opry Mills

### THURSDAY, APRIL 4

NFW Shopping Night Out in the Gulch Pine Street Flats Sponsored by The Gulch

> Shopping Night Out After Party Kocktails and Kouture

### SATURDAY, APRIL 6

Official Wrap-Up Party Anthem Sponsored by William Edge

## ENTERTAINMENT



PHOTO: Shelley Justiss

### **RUNWAY MUSIC COORDINATOR & DIRECTOR**

Kevin Buster

### **BELMONT PERFORMANCE**

Joel Heumann

### FRIDAY NIGHT MUSICAL GUEST

Cody Belew of *The Voice* 

# ADVERTISING & PRINT





NASHVILLEFASHIONWEEK

### NASHVILLE ARTS

March 2013 - Half Page Horizontal April 2013 - Full Page

### **NASHVILLE LIFESTYLES**

April 2013 - Half Page Horizontal

### **NASHVILLE SCENE**

February 6, 2013 - Half Page Horizontal February 20, 2013 - Half Page Horizontal March 6, 2013 - Full Page March 20, 2013 - Full Page March 27, 2012 - Double Page April 3, 2013 - Full Page April 10, 2013 - Full Page

### NATIVE

February 2013 - Half Page Horizontal March 2013 - Full Page April 2013 - Full Page

### NFOCUS

March 2013 - Full Page April 2013 - Full Page

### **PRINT**

500 Posters Distributed Throughout Nashville
10,000 Postcards Delivered to Participating Boutiques for Distribution
750 Invitations Mailed to Targeted List by Name/Zip Codes
1,600 Programs Distributed at NFW Events

# IMPRESSIONS & WEB TRAFFIC

### **NFW WEBSITE TRAFFIC**

January – April 2013 110,452 Page Views 31,702 Visits 17,830 Unique Visitors

### MODEL SEARCH WEBSITE TRAFFIC

January – April 2013 307,745 Page Views 86,832 Visits 63,699 Unique Visitors

### **NFW FACEBOOK PAGE**

5,957 Current Likes 353 New Likes (34% female ages 25-34 / 19% ages 18-24)

3,644 Total Page Views
1,449 Unique Page Views
121,030 Unique People Reached
(26% female ages 25-34 / 13% ages 18-24)
118,575 Reached Virally
2,546 Unique People Talking About NFW Page

**TWEETS 3,803** 

### **INSTAGRAM 2.624**

(utilizing #whynfw and #nashfashweek)

PHOTOS POSTED ON SOCIAL MEDIA 2,300+

(utilizing #whynfw and #nashfashweek)

### **VINE 114**

(videos utilizing #whynfw and #nashfashweek)

**UNIQUE SOCIAL MEDIA CONTRIBUTORS 393** 

6,161 #WHYNFW Hashtag Posts



## PRESS RELEASES

sent to **124,956** recipients over 5 months I covered by **132** official news outlets including ABC, CBS, NBC, Fox, CNN, Lightning 100, WPLN, *The Tennessean, Nashville Scene*, *NFocus*, *Nashville Lifestyles*, *Southern Living*, *Lucky Magazine*, *Teen Vogue*, and *Nylon* I **393** unique blogs and social accounts posted NFW items and related stories

January 16, 2013

Announcing the 2013 NFF Fund winner and Early Ticket Sales

February 9, 2013

**Local Emerging Designer Applications are now open** 

February 11, 2013

All Access Passes are on sale today and Local Emerging Designer Applications are now open

February 14, 2013

MACS | AMAX + Nashville Fashion Week Model Search

March 12, 2013

Nashville Fashion Week partners with The Mall at Green Hills

March 14, 2013

Nashville Fashion Week announces 2013 locations, selected designers

March 20, 2013

More designers added to 2013 Nashville Fashion Week lineup

March 22, 2013

Nashville Fashion Week announces 2013 industry panels

March 26, 2013

You are invited to the Nashville Fashion Week Show at Belmont Mansion and Luncheon

March 27, 2013

Nashville Fashion Week announces partnership with Opry Mills for Stylist Challenge; Shop Nashville Day is April 4

March 29, 2013

Get your Nashville Fashion Week All Access pass gift bag here!

April 3, 2013

It's all happening! Nashville Fashion Week 2013 has officially begun!

April 5, 2013

Only two fabulous nights left of Nashville Fashion Week 2013. Don't miss out!

August, 2013

Nashville Fashion Forward Fund Seeks Applicants for 2013 Award

## ONLINE MEDIA



PHOTO: Jess Williams

365nashville.com alwaysfashionweek.com andyevinger.com anthemnashville.com antonio-fajardo.com artsnash.com askmissa.com auctionpricedcars.com binglishart.com bloomingleopold.blogspot.com bourbonandboots.com brentwoodhomepage.com camoxfurs.blogspot.com cfmt.org

chanelsimone1.wordpress.com clothedinscarlet.org CNN.com cosmicaroline.com countrychicchronicles.wordpress.com DestinationSupermodel.com dishmag.com dnastylix.com dnj.com/section/SIDELINES do615.com ecircletv.com effortless-style.com ellen-loves.com Examiner.com fabglance.com fabglancenashville.com fashionweekfever.com femme.com fibre2fashion.com focusonthe615.com Fox17.com franklinhomepage.com fringeandlace.com frrole.com getonlinevotes.com happilygrey.com houseofstella.com i4u.com illawarramercury.com.au inmododifashion.com innominategirl.com insidevandy.com jason.dargavell.com jerrythedesigner.tumblr.com issouthernchic.com kellygirlvideo.com LeMinimalist.com library.nashville.org

life-style-lopez.com

localnews8.com

LuckyMag.com

lohud.com

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mattwilliamsonline.com

## CONTRIBUTING PHOTOGRAPHERS



### PHOTO: Jess Williams

### **OFFICIAL PHOTOGRAPHERS & VIDEOGRAPHERS**

Amanda Barksdale Abigail Bobo Heather Byrd / Byrd's Eye View Amanda Colleen Xingkui Guo Tony Hayes Eric Henderson Photography **Shelley Justiss** Layla Mays Adrian Morales **Brannon Morton Daniel Perry** Abby Schultz Jess Williams Jerry Winnett / Grindhouse Creative **Eric Winton Photography** 

### **SPECIAL THANKS**

**Brett Warren Photography** 

## W COMMITTEE

### **EXECUTIVE COMMITTEE**

Robert Campbell, Co-Founder & Managing Partner Connie Cathcart-Richardson, Co-Founder & Managing Partner Marcia Masulla, Co-Founder & Managing Partner Mike Smith, Co-Founder & Managing Partner Heather Byrd, Director of Communications

PHOTO: Jess Williams

### STEERING COMMITTEE

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