

Sweet Retreat

Nature, pleasant pastel hues and lush touches fuse, creating a serene and relaxing retreat.

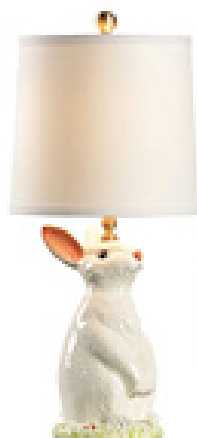
By Lauren Roses



Prestige Arts & Art Trends
Fine art giclée, hand-embellished texture



Chelsea House
Sarah ginger jar, Shayla Copas Collection



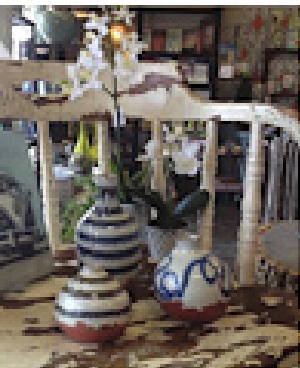
Wildwood
Next generation lamp



Eleanor Rigby Home
Amore chair and a half, sheepskin hide, walnut legs



New Moon Rugs
Fade rug, blush, hand-knotted with a blend of Tibetan wool, Chinese silk and natural nettle fibers



ABODE & CO.

Plymouth, Minn. | 1 store | Estimated 2019 total sales: Less than \$1 million | abodeandco.com
 Furniture and accent specialist, founded in 2014. Key suppliers include Uttermost for accent furniture; Uttermost and Creative Co-Op for decorative accessories, lamps/lighting and wall décor; Eastern Accents and Creative Co-Op for soft goods. Merchandises in lifestyle vignettes arranged by color. Best retail idea has been focusing on listening to guests and watching classification/supplier selling

AGAPANTHUS

Ocala, Fla. | 2 stores | Estimated 2019 total sales: \$1 million-\$2.9 million | shopagapanthus.com
 Home accent specialist, founded in 2006. Key suppliers include Pomeroy for area rugs and decorative accessories; Simon Pearce for lamps/lighting; Two's Company and Greenbox for wall décor; Pomeroy and Two's Company for soft goods. Attends Atlanta Market and NY Now. Merchandises by brand and seeks to tell stories through visual setup. Best retail idea has been hiring a merchandiser.

ALLEN AND JAMES DESIGNS

High Point, N.C. | 1 store | Estimated 2019 total sales: \$3 million-\$4.9 million | allenandjames.com
 Interior design and home accent specialist, founded in 2005. Key suppliers include Tomlinson for accent furniture; Allen and James, Creative Elegance and NWB for area rugs; Allen and James, Visual Comfort and Arteriors for lamps/lighting; Lindsey Emery and Charles Harrod for wall décor; Eastern Accents and Peacock Alley for soft goods. Attends Atlanta Market, High Point Market and NY Now. Merchandises eclectically, with vignettes updated every 30 days. Designers are available to help customers. Customers can also try accessories in their home before purchasing. Best retail idea has been Fiddle Figs, the plant design division of the company, which guides customers in decorating with plants throughout their home.

BELLA GROVE

Peoria, Ill. | 1 store | bellagrovehome.com
 Home décor specialist, founded in 2009. Key suppliers include Bernhardt, CR Laine and Precedent for accent furniture; Surya and Feizy for area rugs; Arteriors for decorative accessories; Regina Andrew for lamps/lighting; Leftbank Art for wall décor; Eastern Accents for soft goods. Attends High Point Market. Merchandises in small room vignettes, with classic foundation items blended with statement pieces and unique accents. Offers full design services with around 150 lines. Best retail idea has been adding edgy items into the mix.

BEYOND THE VINE FLOWERS AND HOME DÉCOR

Omaha, Neb. | 1 store | Estimated 2019 total sales: Less than \$1 million | gobeyondthevine.com
 Home accent and furniture store, founded in 1985. Key suppliers include Uttermost for accent furniture; Rizzy Home for area rugs and soft goods; Crestview Collection for lamps/lighting; Picture Source Somerset for wall décor. Attends Dallas Total Home & Gift Market. Merchandises in vignettes and by color groups. Best retail idea was a thank you card for corporate accounts that offered a free flower bouquet for visiting the showroom to set up a new account.



THE BIRCH TREE FURNITURE & BOUTIQUE

Canton, Ohio | 1 store | Estimated 2019 total sales: Less than \$1 million | thebirchtreefurniture.com
 Furniture and accent store, founded in 2015. Key suppliers include International Furniture Direct for accent furniture; Surya for area rugs; CBK for decorative accessories, wall décor and lamps/lighting; Norwalk Furniture for soft goods. Attends Atlanta Market and High Point Market. Visual merchandising scheme is best described as simplistic pattern play, where any customer can picture a piece of the store in her home. Best retail idea has been establishing a unique culture and meeting customers outside of the store.

CASUAL DESIGNS FURNITURE

Selbyville, Del. | 2 stores | Estimated 2019 total sales: \$3 million-\$4.9 million | casualdesignsfurniture.com
 Home accent and furniture store, founded in 1995. Key suppliers include Dovetail for accent furniture; Surya for area rugs; Crestview Collection for decorative accessories; Bassett Mirror for lamps/lighting; Trowbridge for wall décor; Surya for soft goods. Attends High Point Market. Visual merchandising scheme is modern coastal with lifestyle vignettes. Brings designers to High Point Market, which allows them to make custom orders to fit any customer need.

The Birch Tree Furniture & Boutique

CHRISTOPHER KENNEDY

Palm Springs, Calif. | 1 store | Estimated 2019 total sales: \$1 million | christopherkennedy.com
 Home accent specialist, founded in 2005. Key suppliers include Diamond Sofa, Four Hands and Torre & Tagus for accent furniture; Momeni, Jaipur Living and Surya for area rugs; IMAX Worldwide Home, Global Views, Sagebrook Home and Nambé for decorative accessories; Arteriors, Torre & Tagus and Visual Comfort for lamps/lighting; Wendover Art Group for wall décor; Surya for soft goods. Attends High Point Market, Las Vegas Market and NY Now. Retail showroom is an extension of design firm, with every piece of merchandise carefully selected. Most effective retail strategy has been hiring good people and getting out of their way. Moved to a more expensive storefront about two years ago, which increased revenue by around 500%.

CITY FURNITURE

Tamarac, Fla. | 20 stores | cityfurniture.com
 Furniture specialist, founded in 1971 as Waterbed City. Changed to City Furniture in 1994. Attends High Point Market, Las Vegas Market, and various international shows. Merchandises showroom by lifestyle, with smaller vignettes within that lifestyle that represent the latest styles and trends. Works directly with suppliers and factories to ensure products are what consumers want. Best retail idea has been creating the City Marketplace, which is a home accents destination experience that allows consumers to find something across all styles and price points.

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