







Texas State Florists' Association Highlights of the Wear

The dedication and collaborative efforts of many, with the support of the Texas Floral Education Underwriters, continues to add to the education platforms in Texas. The Texas State Florists' Association is pleased to share some of the 2024 highlights!

ONE TEXAS FLORAL SPOTLIGHT HIGHLIGHTED THE SPRING OF 2024

Former Texas Designer of the Year Norman Northen TMFA presented a comprehensive floral design show in March at Bronze Level Texas Floral Education Underwriter Hill's Wholesale Florist in Longview. The show highlighted ideas to make a difference in design and the business of flowers throughout the spring season. The Texas Floral Spotlight was created to provide FREE education to TSFA members and involve Texas area wholesalers who are not only underwriters but also offer the products of other Texas Floral Education Underwriters!

THE TEXAS FLORAL FORUM WAS HELD IN SAN ANTONIO

Record attendance gathered at La Mansión del Rio "All for the Love of Flowers" and to learn from two of the absolute best! Three hands-on workshops, a breakfast prior to the TSFA Annual Meeting and two luncheon presentations provided a wealth of information. The Texas Floral Education Underwriters not only supported the programs but also a Product Gallery for all to experience and enjoy!

TEACHING THE TEACHERS

TSFA leadership rocked the Agriculture Teachers Association of Texas Professional Conference with a presentation by Derek Woodruff AAF AIFD CFD PFCI CF, underwritten by Silver Level Texas Floral Education Underwriter Syndicate Sales. TSFA's expert instructors continue to provide training to Texas high school floral design teachers through floral design certifications, the Texas Master Florist Program and the Texas School of Floral Design.

TWO TEXAS FLORAL SHOWCASES WERE HELD. IN MIDLAND AND SALADO

Two Texas Floral Showcases were held in 2024. Both were centered around topics of great importance in that each provides significant revenue for today's florist. Sympathy Tributes, presented by Chris Norwood AAF AIFD CFD PFCI, featured a series of collections displaying not only designs of tradition but also those most requested today. Chris Collum-Williams AIFD CFD TMF and Tom Collum-Williams TMF chaired this showcase at the Petroleum Club in Midland. The second showcase of the year was held in Salado where Holiday Happenings took center stage. Presented by Chris Collum-Williams, four holiday vignettes inspired all in attendance. Jimmy Burrage CFD TMF chaired the festive event! TSFA Past Presidents gathered for a holiday breakfast in Salado. A hands-on class was well attended at each location. The Texas Floral Showcases were made possible by the Texas Floral Education Underwriters.

TEXAS DESIGNER OF THE YEAR COMPETITION

"REFLECTIONS", CENTERED IN THE PRODUCT GALLERY, OPENED THE TEXAS FLORAL FORUM

Nine floral design professionals expressed their creative "REFLECTIONS" during the 2024 Texas Designer of the Year Competition chaired by the 2023 Texas Designer of the Year Abel González Mencio AAF AIFD CFD PFCI TMF.

THOUSANDS OF STUDENTS EARNED TSFA FLORAL DESIGN CERTIFICATION WITH THE SUPPORT OF COUNTLESS FLORAL DESIGN TEACHERS AND VOLUNTEERS

Thanks to the TSFA Education Committee, more than 25 dedicated volunteers, and floral design teachers throughout the state, thousands of students in Texas gained a greater appreciation for floral design — and obtained their TSFA floral design certification — during the 2023-2024 school year! More than 20,000 knowledge-based certifications were earned online in English and Spanish. Seven on-site testing events were held for Level 1 and Level 2 hands-on design certification, and Level 1 certifications were obtained virtually throughout the year. This tremendous success would not be possible without the expertise of TSFA's virtual and onsite graders. Special thanks are also in order for members of the TSFA Ad Hoc Committee who dedicated their time and talent to an advanced curriculum for high school students, which will be published this year.

"The achievements of an organization are the results of the combined effort of each individual." ~ Vince Lombardi

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FROM THE President



TSFA President Ed Fimbel CFD TMFA

Ho, Ho, Ho! 'Tis the season has come and gone for 2024 Hoping it was enjoyed by all!!!

HAPPY NEW YEAR, EVERYONE!

Here's hoping you have a prosperous and joyous 2025!

The year has started off with a **BANG** for TSFA! Classes are scheduled at the Texas School of Floral Design, committee meetings have begun and high school testings, both virtual and on-site, have started as well. TSFA officers, staff and committee members have worked together to put in place a schedule of events for 2025. Please check the website for dates, locations and program topics. These activities are being held across the state. Most importantly, be sure to schedule and place on your calendar **TEXAS FLORAL EXPO 2025** ... **Secrets** ... **June 27-29, 2025**.

This will be an outstanding weekend of education and hands-on classes with time to renew our friendships and time to reach out to make one or more new ones! Join us at the South Shore Harbour Resort and Conference Center in League City, Texas. Trust me, you will not want to miss this!

In addition to the Texas Floral Expo, there are a number of activities in our 2025 plan, to include:

- A Texas Floral Spotlight planned at Platinum Level Texas Floral Education Underwriter Bill Doran Company in San Antonio.
- $\bullet \ \mathsf{Two} \ \mathsf{Texas} \ \mathsf{Floral} \ \mathsf{Showcases}, \ \mathsf{providing} \ \mathsf{regional} \ \mathsf{education} \ \mathsf{for} \ \mathsf{the} \ \mathsf{floral} \ \mathsf{professional}.$
- Eight educational classes at the Texas School of Floral Design.
- Seven on-site high school testings, and numerous virtual high school testings.
- · Several industry related conferences.
- Numerous committee meetings, attended by TSFA volunteers, are happening behind the scenes to make it all come to be. 2025 promises to be a very busy year for TSFA!!!

Looking forward, we have asked this question of several, "What does TSFA mean to you and how has it made a difference in your professional life?"

It is a pleasure to share my response. Having been a member since the early 1980's, I have seen many changes, too numerous to list, that have occurred in the floral industry. TSFA keeps up with these changes and goes beyond to be a leader in the industry. This has led to a sound financial base, a strong member base, support from an outstanding group of underwriters, the best foundation for education in the floral industry and friendships made for a lifetime. I am proud to be a member of TSFA and serve you, as president of the best floral association in the nation.

I encourage all members to become actively involved in whatever way you can and in whatever way interests you! You will not regret it. "Let's band together" to remain the BEST state association in the USA. Thank you for your continued support of TSFA, so we can continue to flourish in the years to come. Hope to see you at at least one of the upcoming events.

"You are not defined by your past, but by the actions you take today. Each new day is a chance to rewrite your story. Live boldly and with intention." - Anonymous

Wishing you a very Happy 2025!!! Ed Fimbel CFD TMFA

PS: Here is a New Year's resolution to consider - "BECOME MORE ACTIVE IN TSFA."



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TSEA BOARD I ST

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TSFA Members Speak-out About How TSFA Makes a Difference!



Ilissa Collins · Spring, Texas

"Through TSFA classes, I have learned how to create unique designs that provide job opportunities as a freelance designer with event companies and larger florists. When creating designs, I have learned to be intentional through an increased understanding of the principles and elements of design. This understanding has positioned me to charge accordingly, as I am now seen as a luxury florist in my community. I am now able to network with other florists. Building relationships with other designers has helped me to develop more confidence in myself as well as my business."



Betsi Doherty TMF • Fredricksburg, Texas

"TSFA has been an immensely valuable discovery for me and has significantly contributed to my professional growth. Firstly, the Texas Master Florist Program addressed my questions about the business aspects of running a flower shop. The instructors were fantastic, and studying various designs was a true delight. Secondly, I had the opportunity to attend a workshop in Midland, hosted by TSFA and Chris Norwood AAF AIFD PFCI. I was overwhelmed by the beauty of the arrangements and left feeling inspired and truly blessed. Networking with other florists allowed me to treasure the memories of this event. TSFA provides guidance, inspiration and friendship, and I am grateful to be a member."



Brandy Ferrer AIFD CFD TMF • Gilmer, Texas

"TSFA has been instrumental in shaping my professional journey. Through its educational programs, networking opportunities, and unwavering support for the floral community, I've been able to grow as a designer, mentor and business owner. TSFA has provided me with the tools, connections and inspiration to elevate my craft and give back to the industry I love."



Elida Grande AIFD CFD EMC · Tomball, Texas

"TSFA has enabled me to develop stronger connections with colleagues and gain more confidence in the way I interact with people. TSFA achieves success because of a community based on happy, engaged and motivated members. The positive culture helps members achieve their fullest potential. There is a distinct pathway for economic empowerment through showcases, demonstrations and workshops across Texas. I experienced this in a multitude of ways. The continuing education courses provide networking opportunities that have enriched my life. TSFA's contribution to my successful career helped increase my personal growth and broaden my perspective."



Alan Masters AIFD CFD PFCI · La Porte, Texas

"I've been a member of TSFA for almost 20 years now. Every year, when it comes time to attend an expo or forum, I get so excited. The level of education provided is unequaled at the state level. It is great to walk away inspired and ready to create again, fresh and renewed. In addition to the education, the camaraderie and networking opportunities are amazing. I am beyond grateful for the lessons taught, inspiration imparted and friendships gained. If you are looking for a place to belong, I would recommend joining. You won't find a better group of people to become family with."

The Walue of TSFA Membership

Cultivating Member Success and a Strong Floral Community for 110 Years! Volunteer Leadership • Professional Development • Educational Development

High School Certification • Professional Certification • TSFA Recognition • National Recognition Scholarships • Competition • Volunteer Participation

2024 - 2025 TSFA BOARD AND COMMITTEES

TSFA BOARD OF DIRECTORS

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BYLAWS COMMITTEE

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Jimmy Klepac Blanco

Tom Wolfe, Sr. Waco

EDUCATION COMMITTEE

Please refer to Committee List on Page 10.

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Johnny Hackett TMFA Pattison

Alan Masters AIFD CFD PFCI La Porte

Gaby Ponsaerts TMF New Braunfels

Iuliia Prokhorova CFD TMF Corpus Christi

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Jimmy Klepac Blanco

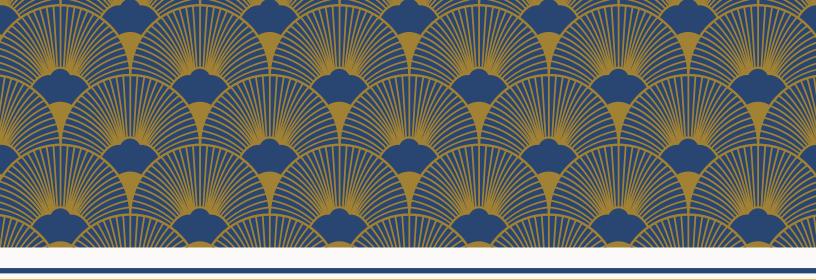
Amy Neugebauer AIFD CFD PFCI TMFA Conroe

Norman Northen TMFA Temple



TSFA MAKES IT EASY TO









JUNE 27-29, 2025

SOUTH SHORE HARBOUR HOTEL LEAGUE CITY

CHAIR MARISA GUERRERO AIFD TMF
SECRETS WILL BE REVEALED IN THE FEBRUARY ISSUE OF TEXAS IN BLOOM



Bringing the Best in Floral design education and the business of flowers through texas floral events

IN PERSON EDUCATION

Texas Floral Expo • Texas Floral Showcases • Texas Floral Spotlight

VIRTUAL EDUCATION

TSFA on Demand Virtual Learning



Save the Dates for Extraordinary Education!

Hands-on Workshop • Product Gallery • Dinner Presentation

THURSDAY, MARCH 27, 2025

Chair Cassie Sanders AIFD CFD TMF

A Study of the Elements and Principles of Floral Design

featuring

Joyce Mason-Monheim AAF AIFD CFD PFCI AZMF

Agri-Stem Complex | Lubbock ISD 102 Quaker Avenue Lubbock, Texas

As an award-winning floral artist, floral industry educator and influencer, Joyce has never faltered in her love of flowers and the enjoyment of teaching. Spanning her floral career of several decades, she has spent the



greater part of her career experiencing floral retail shop operation, floral design theory, traveling the globe creating with flowers and becoming one the floral industry's sought-after educators and presenters. TSFA is thrilled to have her share her vast knowledge on the subject of elements and principles of floral design in Lubbock this spring!

WEDNESDAY, SEPTEMBER 24, 2025

Chair Brandy Ferrer AIFD CFD TMF

Everything's Coming Up Roses!

featuring Deborah De La Flor AIFD CFD PFCI

Tyler Rose Garden Center 420 South Rose Park Drive Tyler, Texas



Deborah's talent, innovative style and passion for flowers have made her a world-renowned floral designer. For more than thirty years, she has traveled the world, sharing her love for the floral industry through

design presentations, seminars, competitions and commentary. Deborah's ability to anticipate and influence the latest floral trends has led to her consulting for some of the biggest names in the floral industry. Her vast knowledge, down-to-earth demeanor and infectious enthusiasm make her a sought-after presenter for floral industry events. TSFA is thrilled to welcome her in the fall to Tyler where everything's coming up roses!

School 6 FLORA DESIGN

Providing the Best in Education

January 10-12, 2025 Fundamental Elements and Principles of Floral Design

> February 23, 2025 Designing With Wire

February 24-25, 2025 Flowers to Wear

May 16-19, 2025 Texas Master Florist Class

August 8-10, 2025 Fundamental Elements and Principles of Floral Design

> August 22-25, 2025 Texas Master Florist Certification Class

October 25, 2025 Holiday Design Class

MEET THE INSTRUCTORS



Bruce Easley AAF AIFD CFD TMFA



AIFD CFD PFCI TMFA





AIFD CFD TMF



Cheryl Vaughan CFD PFCI TMFA



Debbie Woltman AIFD CFD TMFA

TO READ ABOUT **EACH INSTRUCTOR**

Scan the QR code or visit tsfa.org/instructors





TO REGISTER Scan the QR code or visit tsfa.org/school

TSFA SCHOOL OF FLORAL DESIGN 413 S. WEST DRIVE LEANDER, TX 78641

In-Person Education TEXAS FLORAL SPOTLIGHT

Texas Floral Spotlight shines bright in San Antonio!

THURSDAY, APRIL 3, 2025

Chair Cheryl Vaughan CFD PFCI TMFA

Featuring Beth O'Reilly AIFD CFD TMF

> Bill Doran Company 710 Nogalitos Street San Antonio, Texas

SCHEDULE

4:00 p.m. Shop Bill Doran Company Enjoy a Light Supper Time to Network and Shop TSFA Welcome

6:30 p.m Design Presentation
7:30 p.m. Time to Network and Shop
8:00 p.m. Farewell

Save the Date

Registration Is Coming Soon!



With 25 years of experience, Beth has gained extensive knowledge in almost every aspect of the industry. From traveling abroad handling product development and design trends for a permanent botanical manufacturer in China.

to working and owning a retail shop of her own for many years. Most recently, she honed her skills in the growing, procurement and supply chain side while developing educational programs within the wholesale sector. Now more than ever, she believes that new growth and success in the industry lies in connections — Connecting the consumer to flowers, the grower and wholesaler to the florist and the joy of each flower for everyone to experience. Whether you're seasoned in the industry and want to expand your knowledge, starting a new floral business and need help, or if you just love flowers and want to learn more — there is something here for you!

TSFA on Demand VIRTUAL LEARNING

All sessions are FREE to TSFA members!
An added BONUS! TSFA members may share with members of their staff!

TSFA's innovative approach to virtual learning opened with a variety of subjects hosted by a wealth of talent! The selected subjects addressed the most relevant of topics and highlighted the most creative of techniques.

Each is catalogued for you to learn at your leisure 24-7! Visit tsfa.org for the complete TSFA Virtual Learning Catalogue.

Charlie Groppetti AIFD was the featured presenter in 2024 with four episodes centered around Seasonal Learning. These timeless thoughts will long be of considerable interest.

Brandy Ferrer AIFD CFD TMF will present two sessions on artificial intelligence to prepare you for the class to be offered during the Texas Floral Expo!

Take a look at Pantone 2025 Color of the Year Mocha Mousse featured in an Al-generated image created by Brandy Ferrer. Discover additional Al images in

Blooming with Brandy on pages 18 and 19.

Experts in their field will offer master class learning!

Be sure and watch for these releases! They will add to the content currently offered.

TSFA Education Committee, led by several amazing co-chairs and TSFA leadership, work together to provide opportunities for the Texas State Florists' Association to provide the absolute best in industry education and professional development.

Co-Chairs

Bruce Easley AAF AIFD CFD TMFA Spicewood

Susan Piland AIFD CFD TMF Mesquite

Cheryl Vaughan CFD PFCI TMFA

Debbie Woltmann AIFD CFD TMFA Brenham

Vice Chairs

Yolanda Amos TMFA Houston

Teia Bennett AIFD CFD PFCI TMF New Braunfels

Jimmy Burrage CFD TMF Killeen

Amy Neugebauer AIFD CFD PFCI TMF Spring

Members

Ashley Bishop TMF Moulton

Ashlyn Childress TMF Lufkin

Tom Collum-Williams TMF Odessa

Heather Cox TMF Cypress

Shawn Coyle TMF Dallas

Mary Ann DeBerry CFD TMFA Denton

Brandy Ferrer AIFD CFD TMF Gilmer

Johnny Hackett TMFA Pattison

Victoria Howle CFD TMF Las Vegas Jessica Goodwin TMF Houston

Robin Martinez AAF TMFA Humble

Kim O'Brien Jones AIFD CFD TMFA Spring

Lisa Pieper TMF Caldwell

Gaby Ponsaerts TMF New Braunfels

Cassie Sanders AIFD CFD TMF Lubbock

Jessica Smith TMF Conroe

Kristen Stockard TMF Decatur

Jack Winterrowd TMF Caldwell

The committee oversees professional floral certification, the Texas Master Florist designation, knowledge-based floral design certification for high school students, Level 1 and Level 2 Floral Design Certification and the TSFA School of Floral Design.













TSFA MEMBERS ARE INVITED TO VOLUNTEER AT A HIGH SCHOOL TESTING

Take a laak
AT THE NUMEROUS
OPPORTUNITIES

2025 TSFA LEVEL 1 AND LEVEL 2 HIGH SCHOOL TESTING DATES

> JANUARY 28-29, 2025 GEORGETOWN, TEXAS

FEBRUARY 22, 2025 DECATUR, TEXAS

MARCH 4, 2025 LONGVIEW, TEXAS

MARCH 26, 2025 LUBBOCK, TEXAS

APRIL 10, 2025 AUSTIN, TEXAS

APRIL 24, 2025 KLEIN, TEXAS

APRIL 29, 2025 SAN ANTONIO, TEXAS

TSFA MAKES IT EASY TO





TSFA.ORG/VOLUNTEER
OR SCAN THIS QR CODE

Texas High School Floral Design Teachers Speak Out!



Ashlyn Childress CFD TMF Hudson ISD

"TSFA has significantly impacted my professional journey through workshops, certifications, and events. Beyond skill development, TSFA has introduced me to a vibrant network of fellow designers, mentors and educators who inspire and challenge

me to elevate my craft and has sparked a passion for floristry that has grown over the last 10 years. As a floral design teacher, it's incredibly fulfilling to know that there are others who not only share the same passion for the art of floral design but also for the transformative power of education. It's inspiring to connect with fellow educators who are equally committed to nurturing creativity and cultivating a love for this craft in their students. Together, we form a community that encourages one another through shared experiences and collaborative efforts."



Johnny Hackett TMFA Alief ISD

"I am proud to say that I am a member of TSFA because it has allowed me to become a better floral teacher. TSFA provided guidance to me as an AgScience teacher since the day I was asked to teach floral classes 18 years ago. The association has provided great opportunities for me to

improve where I needed to be effective as a floral teacher. I have met extraordinary and gifted people who have taught classes and demonstrated skills within the profession. I would love to become as effective a floral teacher as Renee Tucci. She is phenomenal. I invite AgScience teachers to become members of TSFA, to not only utilize the numerous resources that they have developed, but to also support TSFA financially and as a member volunteer."



Cassie Sanders AIFD CFD TMF Lubbock ISD

"The education provided by TSFA has truly changed my life! As a new Ag teacher, I was also new to floral design. Obtaining my AIFD designation is an achievement I could not have accomplished without TSFA. All of my professional floral training has stemmed from TSFA educational events.

My floral family members are indispensable resources who have a passion for sharing their love of education and their knowledge of the floral industry. I would not be the designer I am today without TSFA! TSFA always brings incredible designers with unique perspectives to each event. The opportunity to be involved in the Education Committee has provided so many opportunities. If you are not a member of TSFA, don't walk, RUN to join! You will not regret it!"



Become a Texas Master Florist! The Study of an All Encompassing Curriculum

The Texas Master Florist Program provides a standard of professional excellence that has been recognized as one of the most complete educational curriculums in the floral industry. The series includes: design production, design management and professional florist certification. From the sales floor to the design room, from the delivery personnel to the office staff, from entry level employee to shop manager to owner, the content addresses the variety of skill sets required for a successful floral environment. Texas Master Florist recertification is required every three years.

TSFA is an approved AIFD Education Partner and Provider. Upon achieving TMF certification, you may apply to become a Certified Floral Designer (CFD) through AIFD.

FIVE STEPS TO BECOMING A TEXAS MASTER FLORIST

- 1. Complete the Texas Master Florist application available at tsfa.org.
- 2. Upon approval of the application, you will be eligible to register online for seven of the 10 courses in the Texas Master Florist Program. Proceed with the seven online courses, successfully completing the online exam for each class.
- 3. Register online for the three hands-on courses that are offered in person.
- 4. Once you have successfully completed all 10 courses, you may register for the Texas Master Florist Program Final Exam.
- 5. Upon successful completion of the Texas Master Florist Program, you are eligible to test for CFD through the American Institute of Floral Designers. An additional preparatory course, to support the creative process, is occasionally offered through TSFA.

AIFD Certified and Wish to Pursue the Texas Master Florist Certification?

FAST TRACK

to Texas Master Florist® Certification

BECOME A TEXAS MASTER FLORIST ® IN 5 STEPS

STEP ONE

Hold AIFD certification and be an accredited member of AIFD.

STEP TWO

Be a TSFA member.

STEP THREE

Complete and submit the Texas Master Florist certification application.

STEP FOUR

Take the seven online TMF classes and pass the exam for each class.

STEP FIVE

Pay the TMF certification fee of \$125.

TMF certification is achieved once all requirements are met.

Apply today at tsfa.org.



Tsfa Members Who Have Achieved the Texas Master Florist and Texas Master Florists Advanced Designations



The TMF and TFMA designations are a recognition of floral professionalism. The following TSFA members currently hold those distinctions.

ABERNATHY Carley Abell TMF

Kimberly Norman-Prater TMFA

ARLINGTON Ben Bowen TMF

AUSTIN Pat Becker AIFD CFD TMFA Vikki Li TMF Dee McKenzie TMFA

BAYTOWN Robyn Howell TMF Shari Sandlin TMFA

Cliff Martinez TMF

BRENHAM Debbie Woltmann AIFD CFD TMFA

BRIDGEPORT Kassie Montford TMF

CALDWELL Lisa Pieper TMF Jack Winterrowd TMF

COLLEGE STATION Patricia Barksdale TMFA Deborah Brooks TMFA

CORPUS CHRISTI Iuliia Prokhorova CFD TMF

CONROE Amy Neugebauer AIFD CFD PFCI TMFA Lisa Human TMF Jessica Smith TMF

COTTON CENTER Kristie Keys TMF

CYPRESS Heather Cox TMF Lana King TMFA

DALLAS Debby Baker AAF TMF

Shawn Covle TMF Cecilia Manouel AIFD CFD TMF

DECATUR Kristen Stockard TMF

DENTON Mary Ann DeBerry CFD TMFA

DETROIT Tracy Denny TMF

EL CAMPO Lisa Bubela TMF

EL PASO Marisa Guerrero AIFD CFD TMF

FLATONIA Kaywin Kubesch AIFD TMFA

FORT WORTH CyLynn Braswell TMF Kelly Norvell AIFD CFD TMF

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FRISCO Lynn Lary McLean AAF AIFD PFCI TMF Narin Perkins TMF

FULSHEAR Richard "Ace" Berry AIFD CFD TMF

GARLAND Dorothy Anthes TMF

GAUSE Megan Teel TMF

GEORGETOWN Susie Ramos AAF TMF

Brandy Ferrer AIFD CFD TMF Tina Rosenbalm TMF

HARLINGEN

HOUSTON Yolanda Amos TMFA Jessica Goodwin TMF Pat Hermes TMF

HUMBLE Robin Martinez AAF TMFA Tamara Seely TMF

KERMIT Rodney Hayes AAF TMF

Jimmy Burrage CFD TMF

LA FERIA Abel González Mencio AAF AIFD CFD PFCI TMF

LIBERTY HILL Dawson Clark TMF **LUBBOCK** Cassie Sanders AIFD CFD TMF

Ashlyn Childress CFD TMF

Cheryl Vaughan CFD PFCI TMFA

MCKINNEY Peggy Franklin TMF Elaine Henry TMFA

MESQUITE Susan Piland AIFD CFD TMF

NEEDVILLE Tatiana Weakley TMF

NEW BRAUNFELS Teia Bennett AIFD CFD PFCI TMF Courtney Burkhardt TMF Gaby Ponsaerts TMF

NORTHLAKE Ed Fimbel CFD TMFA

ODESSA Chris Collum-Williams AIFD CFD TMF Tom Collum-Williams TMF Mark Knox TMF

ORANGE Scott Hasty AIFD CFD TMF

PASADENA Debbie Gordy AAF AIFD CFD TMFA

PATTISON Johnny Hackett TMFA

Sarah Demartino TMF

RICHMOND Susan Harrison TMF Cindy Millis TMF

ROBSTOWN Rebecca Sullivan CFD TMF

ROUND TOP Robin Schill CFD TMF

SAN ANTONIO Jack Cross AAF TMFA Oralia Espinoza AIFD CFD TMF SPRING

Kim O'Brien Jones AIFD CFD TMFA Nicola Parker AIFD CFD TMFA Stacy Rozell TMF

SPICEWOOD Bruce Easley AAF AIFD CFD TMFA

SUGAR LAND Tiffany Houck-Albrecht TMF

TEMPLE Norman Northen TMFA

THE WOODLANDS Mary McCarthy AIFD CFD TMFA

VICTORIA Karen Elkins TMF

WAELDER Ashley Bishop TMF

WALLIS Baylee Adams TMF

WEATHERFORD Sue Wooldridge TMF

WEST COLUMBIA Sylvia Gibson TMFA

WICHITA FALLS Ann Payne TMF

WIMBERLEY Sandy Alford TMFA

WINDCREST Mary Berman TMF

TSFA members residing outside Texas who have achieved the TMF designation

MAGNOLIA, ARKANSAS Bridget Joslin AAF AIFD CFD AMF TMF

LAS VEGAS, NEVADA Victoria Howle CFD TMF

TSFA HONORS OUTSTANDING INDIVIDUALS FOR

Service to Texas State Florists' Association

Please refer to the August 2024 issue of *TEXAS in Bloom* for the complete presentations.



Photography Credit | Shy Laurel Photography

Norman Northen TMFA is awarded the TSFA Lifetime Achievement Award

Having recently retired with "Fifty Fabulous Years of Floristry" complete, there simply could not have been a better time to present former TSFA President and former Texas Designer of the Year Norman Northen TMFA with the TSFA Lifetime Achievement Award. He is joined by TSFA Immediate Past President Susan Piland AIFD CFD TMF, who presented this prestigious award during her term as president.

Lynn Lary McLean AAF AIFD PFCI TMF is inducted into the TSFA Hall of Fame

Piland inducted former TSFA President Lynn Lary McLean AAF AIFD PFCI TMF into the TSFA Hall of Fame during the Texas Floral Forum this summer. McLean has served TSFA in a variety of ways for more than four decades, including her current roles as Events Coordinator and TEXAS in Bloom Editor.



Tom Wolfe, Jr., is awarded the Jim Orr Volunteer Spirit Award

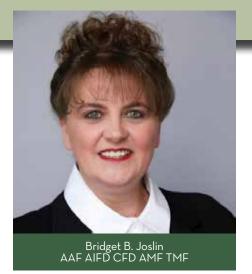
The Jim Orr Volunteer Spirit Award recognizes an outstanding volunteer who gives generously of time, expertise and talent to TSFA. With this selection, TSFA captured the very essence of the award and highlighted the volunteer spirit that most deserves this recognition. The 2024 Award was presented to Tom Wolfe, Jr., by two-time former recipient and current TSFA President Ed Fimbel CFD TMF.

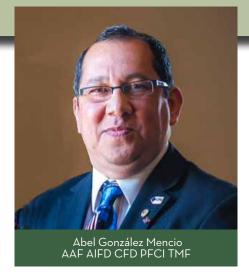


TSFA MEMBER ACHIEVEMENTS LEAD TO

Mational Recognition

The American Academy of Floriculture bestows the designation of AAF.





The American Academy of Floriculture (AAF) recognizes Society of American Florists members who have committed their time and energy to both the floral industry and their local communities. The AAF designation distinguishes life-long industry leaders for these commitments. TSFA members Bridget B. Joslin and Abel González Mencio were inducted in 2024. Congratulations Bridget and Abel!

Professional Floral Communicators International (PFCI) inducted three TSFA members and designated each PFCI this summer during the SAF Convention in Miami.







PFCI is the service mark of the floral industry's finest floral educators. Each member of the organization has proven, through their education and experience, their ability to speak authoritatively about topics pertinent to the floral industry, such as the principles and elements of floral design, the proper care and handling of flowers and effective business management techniques.

TSFA congratulates TSFA Membership Committee Chair Teia Bennett, TSFA 2nd Vice President Amy Neugebauer amd former TSFA President Cheryl Vaughan on this achievement!



SCHOLARSHIPS PROVIDE

\$7,100

IN FUNDING FOR FLORAL EDUCATION.

The Texas Floral Endowment was established in 1991 to encourage, support and promote career opportunities in the floral industry through the advancement of public and high school education and by providing financial resources through charitable contributions.

TEXAS FLORAL ENDOWMENT BOARD

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John Priest
Susan Weatherford
Lynn Lary McLean AAF AIFD PFCI TMF — Emeritus

2024 Texas Floral Endowment Scholarship Recipients

Tubby Adkisson Educational Scholarship, \$800 Kailey Dixon

Kassie Baker Memorial Scholarship, \$300 Tyler McCoy

Society for the Advancement of Floral Design Career Change Scholarship, \$500 Wenceslao Jimenez-Torres

Freytag Family Educational Scholarship, in Memory of Ann Hobbs, \$1,200 G. Alan Masters

Floral Teacher Educational Scholarship in Memory of Becky Burt, \$500 Ashley Bishop TMF

Cross Family Educational Scholarship, in Memory of Jane and Mark Knox, \$500 Rebecca Sullivan

TSFA Past Presidents Scholarship, \$500 Ashley Bishop TMF

Judy Rutledge Memorial Scholarship, \$500 Wenceslao Jimenez-Torres

TSFA Floral Event Registration Scholarship, \$300 Keely Villa

Gina Waters Memorial Scholarship, \$500 Kailey Dixon

Don and Nancy Wharton Memorial Scholarship, \$500 Becki Koepke

Sheri White Memorial Scholarship, \$500 each Miriam Carmona and Stacy Peek

2025 SCHOLARSHIP OPPORTUNITIES

A tentative list of scholarships is provided below with more information coming soon.

Applications Open Soon at tsfa.org.

Freytag Family Education Scholarship In memory of Ann Hobbs TMF • \$1,200

The Gina Waters AAF TMFA Scholarship •\$500

Cross Family Education Scholarship Honoring Jane and Mark Knox TMF • \$500

Kassie Baker TMFA Memorial Scholarship •\$500

2024 New Attendee Opportunity to attend Texas Floral Events • Up to \$300

Sheri Renee Montgomery White AAF TMFA Memorial Scholarship • \$500

Society for the Advancement of Floral Design TMF/Career Change Scholarship •\$500

Texas State Florists' Association Past Presidents' Scholarship • \$500

TSFA Education Committee Scholarship Honoring Judy Rutledge TMFA • \$500

TSFA Floral Event Registration Scholarship •\$300

Tubby Adkisson AAF TMFA
Educational Scholarship • \$800

Central Texas High School Floral Teacher Education Scholarship in memory of Becky Ray Burt • \$500

2024 TEXAS DESIGNER OF THE YEAR COMPETITION

REFLECTIONS

The 2024 Texas Designer of the Year Competition was a great success! Nine designers from throughout the state of Texas competed for the title of Texas Designer of the Year.

The 2023 Texas Designer of the Year, Abel González Mencio AAF AIFD CFD PFCI TMF chaired the competition with "Reflections" as the 2024 theme.



Attendees were thrilled when Brandy Ferrer AIFD CFD TMF from Gilmer, Texas, won first place and was named the 2024 Texas Designer of the Year. She received the official silver Texas Cup, First Place Ribbon, \$1,000 cash prize, \$1,000 scholarship to represent TSFA in the Sylvia Cup during the Society of American Florists Convention and was named a Star of Texas. Ferrer owns Simply Beautiful Floral Company in Gilmer and is currently a Retail Director on the TSFA Board of Directors.



Teia Bennet AIFD CFD PFCI TMF, from New Braunfels, placed second. She owns Blumen Meisters in New Braunfels. Bennett received the second place ribbon and \$300 cash prize. Congratulations, Teia!



Kari Gaudet AIFD CFD, from Beaumont, placed third. She owns The Flower Place in Beaumont. Gaudet received the third place ribbon and a \$200 cash prize. Congratulations, Kari!

Competition

Blooming with Brandy

Roses, Revenue and Reinvention: VALENTINE'S DAY 2025 FOR FLORISTS



As Valentine's Day 2025 approaches, florists are gearing up for what promises to be an unconventional yet exciting season. With Valentine's Day landing on a Friday and President's Day following on Monday, the unique timing shakes up the usual rhythm of sales. But don't worry — this isn't just a challenge; it's an opportunity. With a little creativity and some strategic planning, we can turn this into a season to remember. Let's take a closer look at the forecast and get ready to make Valentine's 2025 a blooming success — because we've got this!

Fridays and Holidays: Navigating Valentine's Day Sales

Fridays have a reputation for being a little tricky when it comes to Valentine's Day sales. Families take off for long weekends, schools close and businesses often shut down early — leaving florists with quieter shop traffic. Adding to the mix, readily, low-cost options create an additional challenge, making it harder for traditional florists to stand out. And let's not forget, Monday is a federal holiday, which means fewer workplace deliveries — typically a florist's golden goose during this romantic season.

But don't worry, Valentine's Day 2025 isn't all gloom and doom — it's actually full of potential if we play it smart. Some

florists are already flipping the script, using the extended weekend to promote "Valentine's Week" instead of cramming all the love into one day. By spreading sales over several days and offering early delivery perks, you can stay ahead of the Friday slump. Plus, let's face it, Valentine's Day is still a "show-off holiday." Customers want to make a grand gesture, and with some clever marketing, you can tap into that and keep the orders rolling in all week long. After all, love doesn't stop just because it's a long weekend!

How to Creatively Approach Valentine's Day 2025

Even with predictions of a slower Valentine's Day in 2025, florists have an incredible opportunity to turn challenges into success. By thinking outside the box — extending the celebration, diversifying your offerings, and creating unforgettable experiences — you can transform this season into a bloom-filled triumph. With the right strategies and a little creativity, there's no doubt we can make Valentine's Day 2025 one to remember. Here's how we'll do it:

Transform Valentine's Day into Valentine's Week

leading to a hands-on workshop

during the Texas Floral Expo. Shhhh...that's a SECRET!

Why settle for just one day when you can stretch the celebration across an entire week? By encouraging early orders and catering to last-minute shoppers, you can turn Valentine's Day into a stress-free (and profitable) marathon instead of a last-minute sprint.

- Early Deliveries and Promotions:
 - Sweeten the deal for early birds with free or discounted delivery on Wednesday or Thursday. Remind customers that earlier delivery means longer enjoyment and who doesn't love being the first one in the office to "casually" display their bouquet?
 - Extended Hours: Stay open late on Friday for those frantic shoppers who realized after work that the gas station roses won't cut it this year. You're their floral superhero.



• Themed Marketing Campaigns: Highlight the fun of celebrating all week with campaigns like "Love All Week Long" or "Flowers First — Wednesday Delivery Specials." Give people a reason to start early and keep the love flowing.

Elevate Your Offerings With Customization and Creativity

This year is all about standing out, so get ready to wow your customers with unique products and personalized experiences.

- Unique Arrangements: Minimalist designs, high-end arrangements, or something bold and artsy this is your chance to shine. Make your shop the go-to place for customers who want more than a dozen red roses wrapped in cellophane.
- Wellness-Focused Gifts: Bundle flowers with items like calming teas, candles, or essential oils for a thoughtful "treat yourself" vibe. Bonus points if you can market it as "stress relief in a bouquet."
- Bolder Palettes: Vibrant purples, fiery oranges, and rich reds are stealing the show this year. Pair them with Pantone's 2025 Color of the Year Mocha Mousse for a look that says "classy and bold."
- Sustainability Matters: Eco-conscious shoppers are on the rise. Locally sourced blooms and sustainable packaging aren't just good for the planet they're good for your brand.

Collaborate to Expand Your Reach

Valentine's Day doesn't have to be a solo act. Partnering with local businesses is a win-win for everyone (and honestly, who doesn't want an excuse to work with a chocolatier?).

- Cross-Promotional Partnerships: Create irresistible bundles like "Spa & Blooms" with nearby spas. Customers love convenience, and you love boosted sales — everybody wins.
- Spotlight Local Talent: Partner with local artisans for handcrafted vases, personalized tags, or even gourmet chocolates. These little extras can turn a bouquet into a full-blown experience.
- Pop-Up Shops: Bring the flowers to the people! Set up temporary booths in malls, corporate centers, or other high-traffic spots to reach last-minute shoppers on the go.

Focus on Inclusivity and Relationships

Valentine's Day isn't just for couples anymore. This year, let's celebrate all kinds of love — romantic, platonic and self-love.

• Celebrate Beyond Romance: Market "Galentine's Day" bundles for friends or "Self-Love Kits" for customers treating themselves. Think flowers paired with chocolate, candles, or a spa kit.

- Corporate Gifting: Help businesses spread love too. Offer ready-to-go floral packages for client or employee gifting, and encourage bulk orders with early-bird discounts.
- Subscription Services: Promote the gift that keeps on giving a
 year-round flower subscription. Who wouldn't love fresh blooms
 delivered monthly as a reminder of Valentine's Day love?

Optimize Marketing and Operations

A little preparation and some smart marketing can make all the difference in turning Valentine's Day 2025 into a success.

- Social Media and Digital Engagement: Take your followers behind the scenes of bouquet-making magic, share glowing customer reviews and run targeted ads with can't-miss promotions.
- Mobile Marketing: Use geotargeting to send flash sale alerts to nearby shoppers. Imagine the power of a quick "20% off if you stop by now!" notification on someone's lunch break.
- Seamless Pre-Orders: Encourage early orders with perks like free upgrades or premium packaging. Make pre-ordering feel like the VIP treatment it is.
- Last-Minute Ready-to-Go Options: Keep pre-made bouquets on hand for those last-minute shoppers. Market them as "grab-and-go gifts that still look like you planned ahead."

By embracing these strategies, you'll be ready to tackle Valentine's Day 2025 with confidence, creativity, and maybe even a little fun along the way. Let's show the world that no matter the timing, florists know how to make love bloom!



TSFA welcomes new members! Thank you for recognizing the value of TSFA.

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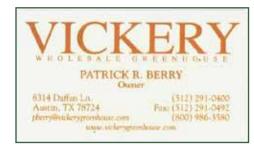




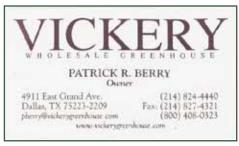
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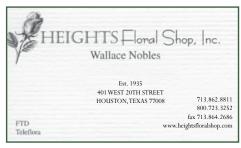
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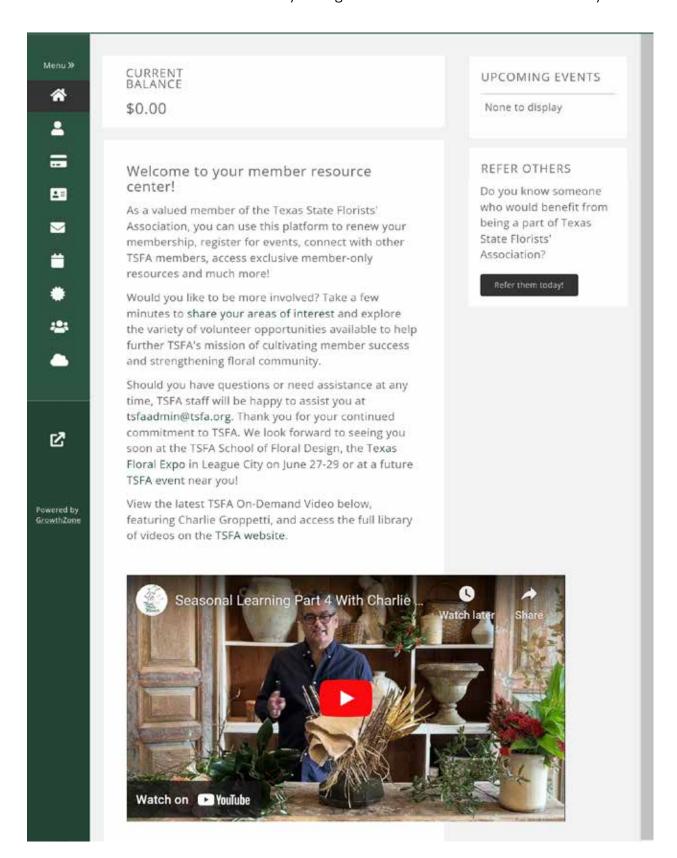
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Coming Soon! NEWTSFAWEBSITE

Includes an Info Hub for members to easily manage their account and access member-only content.



TSFA Calendar of Events





Revisiting the Texas Floral Forum Photography Credit | Shy Laurel Photography



JANUARY

- 1 New Year's Day
- 2 Last Day of Chanukah/Hanukkah

10-12

Fundamental Elements and Principles of Floral Design in Leander

- 20 Martin Luther King Jr. Day Inauguration Day
- 28 2025-2026 In-Person High School Certification Testing Cycle Begins -See tsfa.org/events.
- 29 Lunar New Year

FEBRUARY

- 14 Valentine's Day
- 17 President's Day
- 22 High School Certification Testing
- 23 Designing With Wire for Competition Class in Leander

24-25

Flowers to Wear Class in Leander

MARCH

- 2 Texas Independence Day
- 3 Caregiver Appreciation Day
- 4 National Son's Day
- 4 High School Certification Testing
- 8 International Women's Day
- 9 Daylight Savings Time Begins
- 17 St. Patrick's Day
- 26 High School Certification Testing
- 27 Texas Floral Showcase in Lubbock

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