

25 GIFTED RETAILERS

Stores in this year's 25 Gifted Retailers represent a variety of categories, regions and incomes. Our Gifted Retailers were not determined by how much money they make or how many stores they have.

Instead, this list is based on what these retailers bring to their customers, whether through product mix, community-based events or exceptional customer service. This year's retailers crisscross the country, from New York to California and Washington to Virginia. They range widely in longevity and the communities they serve.

We know independent retail encompasses an eclectic mix. We also know that featuring 25 retailers each year is only a drop in the bucket compared to the many Gifted Retailers making an impact on their customers and communities. We applaud you all.



GREEKS BEARING GIFTS

Athens, Tenn.

Number of employees: 5

Number of stores: 1

Total square footage: 1,400

Estimated 2017 total sales: \$500,000 - \$999,999

2018 expectations: Higher than 2017

Trade shows attended: Atlanta

Categories sold: Candles/candle accessories, stationery, holiday, jewelry, personal care/romatherapy, greeting cards, photo frames, tabletop/serveaware, gift books, plush products, fashion accents, apparel, glassware/crystal, toys/games/puzzles, home textiles, gourmet foods, housewares and baby/infant products

Price points carried: Low to upper-middle

Major suppliers include: NEST, Capri Blu, Lollia and Archipelago for candles/personal care; Juliska, Vietri, Creative Co-Op, Napa, IMAX and TAG for home décor; Catstudio and Scout for giftables; Hobo & Sparta, Kendra Scott, Pandora, Barefoot Dreams and Two's Company for jewelry/fashion accessories; Caspari, Byers Choice Carolers and Old World Christmas for holiday products; Waste Not Paper, Crane's, Design Design, Compendium and Kate Spade for greeting cards/stationery; Melissa & Doug for toys/games/puzzles; Aden & Anias, Noodle & Boo and Chewbeads for baby/infant products

Unique to the store: Store associates greet each customer and offer personalized gift wrapping, no matter the cost of the item. Hosts events to showcase new products and sends staff to Atlanta market to keep them up to date on the latest gifts. Tells stories through merchandise displays and aims to make each customer feel at home in the store.

Social media: Facebook and Instagram
shopgreeks.com



KENNETH LUDWIG CHICAGO

Chicago

Number of employees: 6

Number of stores: 1

Total square footage: 2,200

Estimated 2017 total sales: \$1 m

2018 expectations: About the same
Trade shows attended: Atlanta
Point

Categories sold: Candles/candle photo frames, tabletop/serveaware textiles

Price points carried: Upper-mid
Major suppliers include: Volusia al care; Midwest-CBK and Two's décor; Eastern Accents and Two's products

Unique to the store: Provides special ordering for customers, a sphere. Offers a neighbor VIP during special private offers and events. Hosts themed monthly houses, such as garden parties.

Social media: Facebook, Google+, gram
kennethludwig.com

KENNETH LUDWIG CHICAGO

"We provide personal attention and special ordering for customers, all in a friendly atmosphere. (We neighbor VIP discount program featuring special private offers and access to exclusive events."