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Thank you to #TRE23 Platinum Sponsors



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Overview of TRE 2023

The Running Event 2023 was the largest edition in the show's 17-year history. That success speaks to the tremendous growth and resiliency of the running and outdoor industry—from brands and retailers to media and more, the future is bright.

As North America's premier event for run and outdoor specialty, The Running Event is a space for business, peer connection, inspiration, and education. It's three days of in-person meetings, industry celebration, and community. In fact, it just may be our favorite time of year...

TRE 2023 welcomed 1,500 specialty retailers and event management professionals, 314 exhibiting companies—41 of which were featured in Switchback at TRE—and 167 media professionals. In total, 4,070 visitors took to the Austin Convention Center for the 2023 event. A robust educational program, endless networking opportunities, plus a buzzing exhibit hall made for a TRE to remember.

DAY ONE welcomed hundreds of attendees and exhibitors to a Trail Cleanup along Lady Bird Lake; more than 1,000 pounds of trash were collected! Soon after, retailers geared up for a full day of education. With a conference program featuring 23 sessions and dozens of expert speakers, there was no shortage of learning to be had. Also on day one, Melissa Gonzalez, Principal, MG2 and Founder, Lionesque Group, presented her keynote, and comedian Laura Green hosted a panel with the top four finalists of the 2023 Best Running Stores: Fleet Feet Louisville, Mill City Running, Palmetto Running Company, and Running Lab. The evening ended with a celebration to remember at the Opening Night Reception.

DAY TWO kicked off with the third-annual CommUnity Run, hosted by the Running Industry Diversity Coalition (RIDC) and Saucony. Runners experienced Austin's Trail of Lights before heading back to the Austin Convention Center for a special presentation by The Conservation Alliance. From there, attendees found themselves in a long line to enter the exhibit hall. As soon as the clock struck 9:00 AM, the largest trade show floor in TRE history was flooded with excitement and energy.

DAY THREE began with the annual Indie 5K. Despite rainy conditions, runners and walkers took to the (muddy) course at Camp Mabry. After refueling with breakfast tacos and coffee, everyone was back in the convention center for the second day of exhibits. The 2023 trade show floor was also home to a pickleball court, the inaugural TRE Livestream, and the Training Camp Theater—but more on those later. Day three closed out with the Industry Awards Dinner, where industry leaders were recognized with special awards and Palmetto Running Company was named the Best Running Store of 2023.

Quick Facts and Figures



314 Exhibiting Companies



More than
4 in 5
attendees anticipate
returning to TRE 2024



1,499
Retailers, event management professionals, and other industry professionals



9 in 10 exhibitors are projected to return to TRE 2024



4,070Total Attendees



167Media professionals in attendance



79,000 sq. ft. of exhibit space

*All data in this report is sourced from TRE 2023 official post-event survey results

"Both the conference portion and expo are excellent sources of information, learning opportunities, networking and meeting with suppliers."

— TRE 2023 ATTENDEE

"Given all the various shows out there, this show produces results in connecting with retailers, making industry contacts and selling product."



Attendee Information

A closer look at The Running Event 2023 Attendees



79%
Run and Outdoor
Specialty Retailers

9% Comfort Shoe Store, Pedorthic Footcare Professional, and "other" 7%
Event Management
Professionals/Race Directors

5%
Non-Exhibiting Brands/Product
Developers/ Manufacturers

TOP 3 ATTENDING US STATES:

Texas, New York, Pennsylvania

JOB FUNCTIONS INCLUDED:

President, Vice President,
Owner, General Manager,
Marketing Director/ Manager,
Events Director/ Manager,
Buyer, Designer, Sales
Representative, Pedorthic
Footcare Professional,
and more

ATTENDEES' TOP 5 OBJECTIVES FOR ATTENDING TRE 2023:

- To see new products/ innovations
- To network amongst the industry
- To keep up to date with market trends
- To meet with a current supplier(s)





Attendee Information

A glimpse of the attendees:

- Austin Marathon
- Eastern Mountain Sports
- Fleet Feet (corporate-owned and franchise)
- Gear Coop
- Granite Sports
- Mill City Running Co.
- Pacers Running
- Palmetto Running Company
- Philadelphia Runner

- Public Lands
- Ragnar
- REI
- Ridgefield Running Company
- Running Lab
- Sierra
- Slim Pickens Outfitters
- Chicago Event Management
- Grivet Outdoors
- Manhattan Running Company

▶ Click here for the complete list of 2023 attending companies.

ATTENDEE TESTIMONIALS:

"[TRE is a] great resource for making connections and finding new products and resources. Wonderful conglomeration of brands and current vendors/reps to make it easy to meet."

"It's a great way to see who all is out there in the industry and discover new, quality brands you may not have heard of."

"Great place to network and find out what's going on with other stores, products and procedures."

More Fun Facts:



International attendance tripled compared to TRE 2022



7 in 10 attendees hold purchasing power



9 in 10 TRE 2023 attendees rated this year's exhibitors excellent, measured in quality and quantity

ATTENDEES WERE ASKED WHAT STAGE THEIR BUSINESS IS CURRENTLY IN. BELOW ARE THE PERCENTAGE BREAKDOWNS:

Growth

Startup

43%

2%

Expansion

Other/No Answer

26%

5%

Maturity

23%

The average TRE attendee has

10 years of industry experience

Exhibitor Information

TRE 2023 exhibitors represented categories including:

- Footwear
- Hosiery
- Apparel
- POS
- Recovery
- Pickleball
- Outdoor Essentials
- Racing
- Technology
- Fixtures
- Nutrition
- Injury Prevention

A quick look at TRE 2023 exhibitors:

HOKA

- Brooks
- Dansko

Vuori

- Garmin
- Nike

- Brooks
- KEEN Footwear
- Scott Sports

- Wolverine Worldwide
- Osprey
- Feetures

Merrell

- PumaScarpa
- Pressio

The North Face

Thule

Asolo

- Currex
- Gu Energy Labs
- >> Click here to see all 2023 exhibitors.

Over 9 in 10

exhibitors expressed that TRE is important to their business



9 in 10

exhibitors expressed that their top objective for exhibiting at TRE 2023 were met



A third

of TRE 2023 exhibitors were first-time exhibitors at the event



Two thirds

of exhibitors stated good or excellent return on investment for exhibiting at TRE 2023



9 in 10

exhibitors plan to return to TRE 2024

EXHIBITOR TESTIMONIALS:

"This is the epicenter for all things Running Industry."

"If you want to be relevant in running, plan to be here for 3 years if you're a new brand. Best Industry shows on the planet!"

"Busy show, unique market tapping customers that we don't currently have."

EXHIBITORS' TOP OBJECTIVES

MET DURING TRE 2023:

- Promote company/brand awareness
- Identify new customers
- Meet with existing
- customers
- Market new product(s) or service(s)
- Take sales orders



Switchback at The Running Event

Back for Year Two

Back for Year Two, Switchback at The Running Event returned in full force, nearly doubling in size compared to its launch in 2022 and welcoming 41 dedicated outdoor brands, including Craft, adidas Terrex, KEEN, and many more.

Unfamiliar with Switchback at TRE? The outdoorfocused expansion was created to support the growing crossover between the run and outdoor categories. Switchback at TRE is a one-stop opportunity for outdoor specialty retailers and brands to connect with peers, mix with top run specialty brands and retailers, and gain valuable, actionable education.

Interested in attending or exhibiting at Switchback at TRE 2024?

>> Click here to learn more.



SWITCHBACK AT TRE 2023 EXHIBITORS:

- adidas Terrex
- Alegria
- Allrounder
- ARC'TERYX
- Black Diamond
- Brand Keep
- Craft
- Danner
- Dansko
- deuter
- EMU Australia
- EnvoyB2B
- Farm to Feet
- Flip Mits
- Fox River
- GOES
- Haflinger
- ibrds
- kahtoola
- KEEN Footwear

- Knockaround
- Kreedom
- lamo
- LOWA
- Newton Running
- Nitecore
- Oboz
- Optic Nerve
- Outdoor Research
- prAna
- Rab
- Scarpa
- Splash Robe
- Spring Energy
- Sunski
- Whitepaws RunMitts
- WildSense
- Wrightsock
- 7amberlan







Education

Taking place Tuesday, November 28, the 2023 educational conference featured 23 sessions and dozens of expert speakers. Sessions focused on some of the industry's biggest challenges and trends, from brand strategy, leadership training, and outdoor industry trends to succession planning and marketing best practices.

2023 Conference Sessions

Next Gen Program: Is Your Business Prepared for Succession?

Pete Mohr, CEO, Shoetopia & Simplifying Entrepreneurship Josh Habre, President, ERHCo Inc. Julia Beck-Gomez, COO, Beck's Shoes Rick Ravel, President, Karavel Shoes Mark Denkler, President, National Shoe Retailers Association

Humanize Your Retail Brand

Nadia Durán, Creative Director, Upper Quadrant Camryn Claud, Account Manager, Upper Quadrant Nhi Nguyen, Graphic Designer, Upper Quadrant

Youth and Running: Connecting with the **Next Generation**

Kiera Smalls, Executive Director, Running Industry Diversity Coalition Lauren Kobylarz, Executive Director, Students Run Philly Style Dustin Martin, Executive Director, Wings of America David Jones, President, The Excellence Advisory

Unleash Your Leadership Potential with Transformational Leadership!

Matthew Gawors, CEO/Professor, Confluence Running/Binghamton University Chris Cowden, Regional Manager, Confluence Running

Revolutionizing Retail: An Inspiring Look at Store Design and Visual Merchandising Strategies Holly Wiese, Retail Scientist, 3 Dots Design

What's your Buyer Archetype? Unmasking Shopaholics, **Hoarders, and Penny-Pinchers**

Carrie Watson, Founder, Outside Looks Retail Consultancy

- The \$1 Trillion Dollar Market to Add to Your Sales Plan Mikah Meyer, Founder, Outside Safe Space
- Beyond Your Four Walls: Lessons and Ideas You Can Take from Other Industries to Propel Your Running Store Danny Smith, Senior Writer, Running Insight
- Retail Sales 2024: Back To The Future Gregg Frederick, Owner/President, G3 Development Group, Inc.
- How to Social Media Tools (and Strategies) of the Trade

Tommie Runz, Creator/Podcaster, The RUN EAT SLEEP Show Michael Ko, Youtuber





2023 Keynote: Running Through Today's Retail Landscape

Presented by Melissa Gonzalez, Principal, MG2 and Founder, **Lionesque Group**

A full room of attendees gained valuable insights from retail expert Melissa Gonzalez. Her keynote explored the ways large retailers attract and retain customers—and what run and outdoor specialty stores can learn from them.

⁶⁶The retail market is constantly experiencing changes based on consumer behavior, industry challenges, and a myriad of other factors. Despite that, run specialty stores have managed to thrive, especially over the last several years. While the reasons for that success are rooted in customer service and deep product knowledge, it's important to go beyond the initial customer experience and consider how to keep these clientele coming back time and time again."

Education

Simple Steps To Make Your Store More Inclusive

Erin Flynn, Professor, Bentley University
Martinus Evans, Founder, The Slow AF Run Club
Andrea Kelly, Founder and CEO, Make Plus Equal
Michael Clemons, Owner, Louisville Running Company & Co-Director of Road Running,
Queer Running Society

How to Use AI for Marketing, Customer Service, and More

Jessica Murphy, Co-Founder, BibRave Tim Murphy, Co-Founder, BibRave

The Low Impact Alliance Presents: The Impact of Events: Hosting Zero-Waste Events

Kathleen Baker, Managing Director, Runners for Public Lands Nick Kovaleski, Director of Operations, A Runner's Mind Brian Mister, Race Director/Co-Founder, Around the Crown 10K

Your Next Customer Isn't a Runner

Brittany Katz, Owner/Operator, Terra Running Company Heather Trainor, Maker of Friends & Purveyor of Fun, Big Peach Running Co

 How to Leverage Vendor Relationships and Local Partnerships to Drive Participation

Elyse Braner, Director of People + Culture and Community Marketing, Pacers Running Sam Burmester, Community Lead, Pacers Running Jason Millison, Deputy Director of Public Engagement & Strategy, DC Department of

Parks and Recreation; FitDC
Tom Taylor, Senior Manager, Go to Marketing and Retail Marketing, Altra Running

Tom Taylor, Senior Manager, Go to Marketing and Retail Marketing, Altra Running Sarah Scott, Public Affairs Specialist, DC Department of Parks and Recreation; FitDC

Building Careers at Specialty Retail

Parker Karnan, Founder and Owner, Karnan Associates

Pedorthics and Retail: A Perfect Fit!

Robert S. Schwartz, C. Ped, President, Eneslow Pedorthic Enterprises, Inc, and Executive Director, Pedorthic Footcare Association

Gen Z are Not Millennials

Neil Schwartz, President, SBRnet, Inc









Education

Training Camp Theater

A fan favorite, we brought back the Training Camp Theater for another year of bonus education and panels. Located in the exhibit hall, theater sessions were free, open to all, and featured top podcasters, athletes, industry pioneers, and more. See below for the sessions featured at the 2023 Training Camp Theater.

Training Camp Theater: Kinship Building: Creating Inclusive, Diverse, Safe, And **Meaningful Spaces**

Presented by RISING (*) HEARTS

Training Camp Theater: Capturing The Dr. **Recommendation – Growing Your Stores Medical Referral Business**



Training Camp Theater: Fostering The Next **Generation Of Trail Runners: Growing Future Support**



Training Camp Theater: Spotlight Detroit: Building Connection Through Community



Training Camp Theater: The Power Of **Community Building**



Training Camp Theater: How To Use Strava To Grow Your Community And **Your Bottom Line**

Presented by **STRAVA**

Training Camp Theater: Dealing With Mental And Physical Setbacks

Presented by **RUN**

Training Camp Theater: Sustainable Product Showcase

Presented by



Training Camp Theater: Developing Meaningful Non-Profit Partnership

Presented by CLEAVE NO TRACE







2023 Industry Awards

The 2023 Industry Awards, including the Best Running Stores of 2023, were celebrated Thursday evening—the perfect way to close out TRE.

The evening kicked off with industry awards presented by and awarded to the following:



Brooks Rising Star Award:

- Harry Chandler, Charlotte Running Company
- DeAnthony White, Charm City Run
- Melissa Vitale, True Grit Running Company
- Elyse Braner, Pacers Running
- Tammy Zito, Palmetto Running Company

Saucony Run for Good Award: Charm City Run

balegaBalega Ubuntu Award:
Dave & Lisa Zimmer, Fleet Feet Chicago

On Impact Award:
The Exchange

Next up, the 62 Best Running Stores of 2023 were individually introduced, and the Top Four stores were recognized: **Fleet Feet Louisville, Mill City Running, Palmetto Running Company, and Running Lab.**

The night ended with Palmetto Running Company being named 2023 Store of the Year. Christian Fyfe (Co-Owner), Robert Fyfe (Co-Owner), Keri Straughn (Co-Owner), Tammy Zito (General Manager), Joe Zito (Race Director), Mia Dortenzio (Assistant Buyer), and Ally Sailer (Marketing Manager) represented Palmetto Running Company at TRE 2023.

▶ Click here to see the full list of 2023 Best Running Stores.











Events & More





Trail Cleanup

Presented by ASICS and in partnership with the Low Impact Alliance, the 2023 Trail Cleanup was a huge success. Early Tuesday morning, hundreds of participants took to the trails—and even the water—to collect trash and clean up the cherished path surrounding Lady Bird Lake. Ploggers and walkers were equipped with gloves and bags and the Austin Rowing Club provided kayaks and nets to expand cleanup efforts to the water. In total, more than 1,000 pounds of trash were picked up, allowing us to give back to the city that gives so much to TRE.





HSK4

Welcome Reception

The Running Event's annual kick-off party, hosted by HOKA in 2023, welcomed attendees and exhibitors back to Austin with food, drinks, and entertainment. Taking place at the Hilton Austin, this crowd favorite party is a fun opportunity for the specialty retail community to reconnect after a year apart—and HOKA pulled out all the stops. Here just a few of our favorite shots from the evening.







Running Industry Diversity Coalition CommUnity Run, *Powered by Saucony*

Back for the third year, the RIDC and Saucony invited TRE attendees, exhibitors, and the local Austin community to a special run that took another step toward a more equitable and inclusive running industry. During the still-dark early morning run and walk, participants experienced one of the city's most beloved traditions—the Austin Trail of Lights.



Events & More



The Conservation Alliance: Leading with Values is Smarter Business - Learnings from Key Brands and Retailers

Taking place Wednesday morning, this special breakfast presentation featured outdoor, specialty retail, and brand leaders as they discussed the rise of the purpose-driven customer and employee. Attendees learned from examples and best practices about how brands who are leading with their values are seeing the benefits to their bottom line.

Conor McElyea, Senior Director of Membership and Partnerships, The Conservation Alliance; Felicia Lopez, Director of Community and Purpose, GU; Ben Eichenberger, Senior Director of Outside Sales, KEEN; Keri Straughn, Co-Owner, Palmetto Running Company



New Product Showcase and Sock Bar

The annual New Product Showcase at The Running Event highlights the latest products and innovations from leading industry brands. Attendees have the opportunity to explore each new product and vote for their favorite. The winning brand receives \$1,000 to be donated to a nonprofit organization of their choice.

The 2023 New Product Showcase winner was Stunt Puppy for its Fi-Ready Everyday Collar, a one-of-a-kind product that allows you to add your dog's ID right on the collar!

At the Sock Bar, attendees filled out a brief survey and in return received a pair of socks from one of the participating brands.





Events & More

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TRE Livestream, hosted by PR Project

In a media center located in the TRE 2023 exhibit hall, PR Project Founder Tommie Runz along with Co-Host Gary Host Gary Koutsoubos held short interviews throughout exhibit hall hours on Wednesday and Thursday. From athletes and top brand executives to retail professionals, each guest provided a glimpse into the world of TRE. Participating brands and organizations included:

Nike | Brooks | Fleet Feet | Queer Running Society | Saucony | Pacers Running KEEN Footwear | &Mother | Outside | Maurten | And many more!

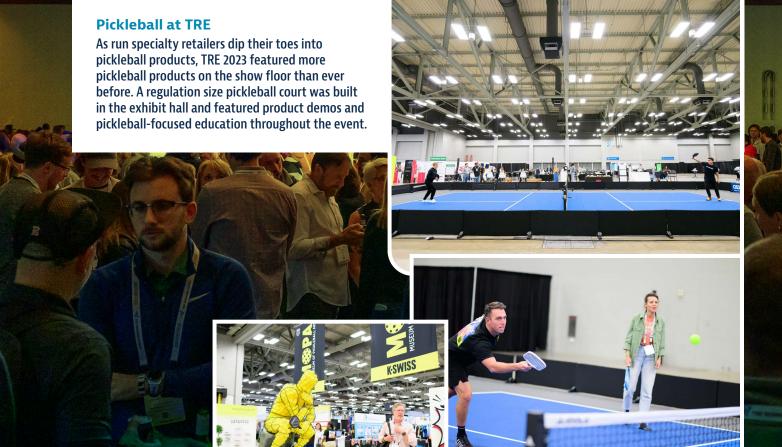
The broadcast can be found on TRE's YouTube channel and via clips across social media.

> Click here to catch what you missed.









Indie 5K TRE's only chip-timed run and walk



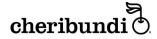
Taking place at Camp Mabry for the very first time, the 2023 Indie 5K welcomed hundreds of excited runners and walkers, despite a rainy morning. Beginning promptly at 7:00 AM Thursday morning, the first place runner finished in just 15 minutes and 23 seconds.

After finishing, participants enjoyed the post-race expo, where sponsoring brands' products were on display to test out and try on. Once fueled with hot breakfast tacos and coffee, everyone hopped on a bus and returned to the Austin Convention Center for Day Two of the exhibit hall.

Thank you to the 2023 Indie 5K Sponsors:





















WRIGHTSOCK.







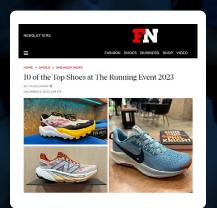






Social Media and Press Coverage













The Running Event 2023: The World's Biggest Running Conference Descends On Austin This Week And we'll be there covering the event.

Written by Jessy Carveth



Check out some #TRE23 coverage:

- Footwear News: Everything You Need to Know About The Running Event 2023
- Outside, Inc:
 An Exclusive
 (and Inclusive) Look
 at the Most Exciting
 Running Shoes of 2024
- Running Insight: A Record TRE23 Rocked Run Specialty
- Ultra Running Magazine: The Running Event 2023: Shoe Preview
- Runner's World: Can't Make it to The Running Event? Watch the Livestream
- © GearJunkie: The Best Running 'Super Shoes' (and More) Coming in 2024
- The Outdoor Biz
 Podcast: From The 2023
 Running Event Show
 Show Floor

Social Media and

Press Coverage

Footwear News

The Running Event's Christina Henderson on Growing Amid a Volatile Trade Show Landscape & Pressing Issues the Industry Wants Addressed





TRE 2023 welcomed more media than ever before, with 167 press professionals in attendance representing more than 100 organizations, publications, and influencers, including:

- THE LAST LAP MEDIA
- Meta Endurance
- Runner's World
- Women's Running .
- **SELF**
- . Outside, Inc.
- Believe in the Run
- Ultrarunning Magazine .
- . GearMashers
- . **FloSports**
- OutsideOnline.com
- tonywithasony
- Runner's World
- Fortius Media Group LLC
- Adventure World Magazine
- The Lap Count
- Trail Runner Nation Podcast .
- Singletrack
- Hike Creative
- AllGear Digital
- Running Insight .
- PR PROJECT
- Youth Runner Magazine | Gosportz Media
- Kofuzi





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△ 1.3K 🖓 🖒 Share …

- **Koop Endurance Services**
- **Running Northwest**
- UltraSignup & UltraSignup News
- RoadTrailRun
- For The Long Run
- **CBS News**
- ROADRUNNINGReview
- RunnerSpace.com
- CITIUS Mag
- Contra-Relogio
- Talk Commerce
- iRunFar.com
- Runhood Magazine/ Athletica Company

- Gear Junkie
- Run Oregon
- **Scott Rokis Productions**
- The Outdoor Biz Podcast
- Marathon Handbook
- Well+Good
- WholeFoods Magazine
- **Footwear News**
- Canadian Running
- Supwell
- WearTesters
- **Endurance Sportswire/ Outdoor Sportswire**

2023 Partners



Thank you to TRE 2023 Partner Organizations



&Mother is dedicated to breaking the barriers that limit a woman's choice to pursue and thrive in both career and motherhood.



The American Trail Running Association (ATRA) was formed to serve the mountain, ultra & trail running community. Their mission is to represent and promote mountain, ultra & trail running.



The Conservation Alliance's mission is to engage businesses to fund and partner with organizations to protect wild places for their habitat and recreation values.



empowerun's hope is to be inspired by, engage with, and seek to build the industry together with the unique point of view of the female leader.



Leave No Trace (LNT) accomplishes its mission by providing innovative education, skills, research and science to help people care for the outdoors.



The Low Impact Alliance (LIA) is a collective of retailers, athletes, and brands advocating for a more sustainable running industry.



The National Shoe Retailers Association (NSRA) is a nonprofit organization dedicated to helping independent shoe store owners improve business performance.



The Pedorthic Footcare Association (PFA) is the only not-for-profit professional association representing the interests of pedorthic professionals and supporting the pedorthic profession at large.



The Queer Running Society (QRS) aims to elevate the queer experience within the running industry by connecting queer running communities, advocating for queer representation in leadership roles and events, and compiling valuable queer content and resources.



The Running Industry Association (RIA) is a non-profit organization that supports the brick and mortar running retail channel throughout the US and Canada. The RIA's sole purpose is to drive the running industry forward.



The Running Industry Diversity Coalition (RIDC) is a 501(c)(3) nonprofit charitable organization that unites the running industry to provide resources, measure progress, and hold the industry accountable to equitable employment, leadership, and ownership positions and improve inclusion, visibility, and access for Black, Indigenous, and people of color (BIPOC).

RUNNING INSIGHT

The Official Publication of TRE, Running Insight exists to help the business and sport of running while shining a light on the retailers and brands who help millions of individuals lead healthier, active lives.



Interested in exhibiting?

Contact our dedicated team.



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Daemon Filson dfilson@divcom.com 541-292-1450

