

British Tomato Fortnight

Abi Clayton & Nyree Ambarchian

Jack&Grace

British Tomato Fortnight 2023

We started this year in a unique position as toms shortages made headlines across the globe.

This prompted a rise in enquiries from journalists and gave us the perfect opportunity to celebrate the start of the British tomato season.



Here's the objectives we set.

Promote British tomatoes as sustainable and better for the local economy.

Generate consumer loyalty by increasing awareness and understanding of British tomatoes through educational content.

Increase visibility and promotions of BTF in-store and online with retailers.

Drive consumer engagement by creating a connection between buyer and grower through grower stories, touching on personable, relatable topics – economical, political.

Educate consumers on how to create easy, affordable and delicious meals with our Toms in Ten recipes.

And here's a bit of a summary of our activity.

- Updating the BTGA website with new content including grower Q&A's, influencer Q&A's and fresh recipes.
- Running an SEO audit and launching a dedicated PPC campaign.
- Securing local, regional and national coverage, including broadcast.
- Creating ten new recipes with our Toms in Ten theme, in partnership with influencers Rukmini Iyer & Joe Woodhouse.
- Partnering with five brilliant brands to educate consumers with inspiring content for BTF 2023.



Making an impact.

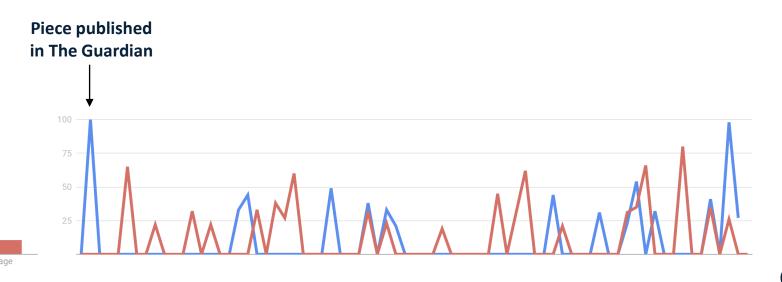
- The results below represent search interest relative to the highest point on the chart for the given region and time. A value of 100 is the peak popularity for the term. A value of 50 means that the term is half as popular. A score of 0 means there was not enough data for this term.
- We can see high demand for British toms around the time that we landed our first bits of coverage in The Guardian and again activity picks up in the build-up and during BTF.

British tomatoes

Search term United Kingdom , 4/1/23 - 6/11/23

British tomatoes

Search term United Kingdom , 4/1/22 - 6/12/22



Driving interest during the fortnight.

The below compares data during BTF against the campaign dates for last year. We've seen a huge increase in interest for the search term 'British tomato fortnight' and for the more general term 'tomato' which is amazing news and shows the impact of our activity year on year.

British tomato fortnight Search term

United Kingdom, 5/29/23 - 6/11/23

British tomato fortnight

Search term

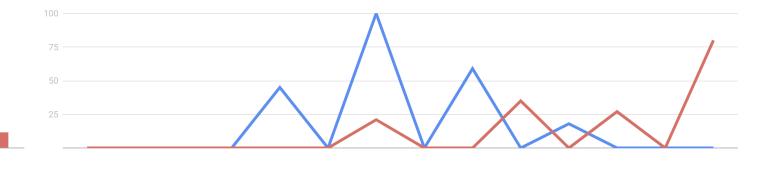
United Kingdom, 5/23/22 - 6/5/22

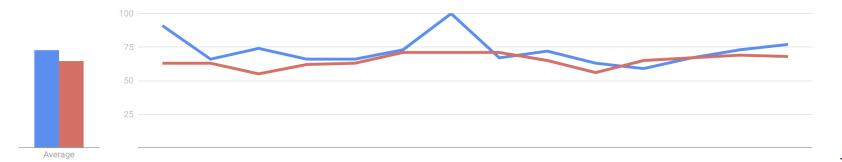


Search term United Kingdom, 5/29/23 - 6/11/23

Tomato

Search term United Kingdom, 5/23/22 - 6/5/22





A look at our results A look at our results

Media coverage results.

We focused on celebrating our great British growers and targeted national, regional and consumer outlets. Here's a quick look at what we achieved!

What we wanted to achieve:

5 pieces of national coverage20 pieces of regional coverage6 pieces of consumer coverage

We also secured 3 pieces of trade coverage.

What we achieved:

11 pieces of national coverage (120% higher)

43 pieces of regional coverage (114% higher)

7 pieces of consumer coverage (16% higher)



pieces of coverage overall an estimated

257 million

people reached

38%
increase in
national coverage
(against last year)

30%
increase in
regional coverage
(against last year)

Social media results.

We shared a wide variety of content on our social channels. This included five brand collaborations, recipes, giveaways, retailer support, educational content and Q&As.

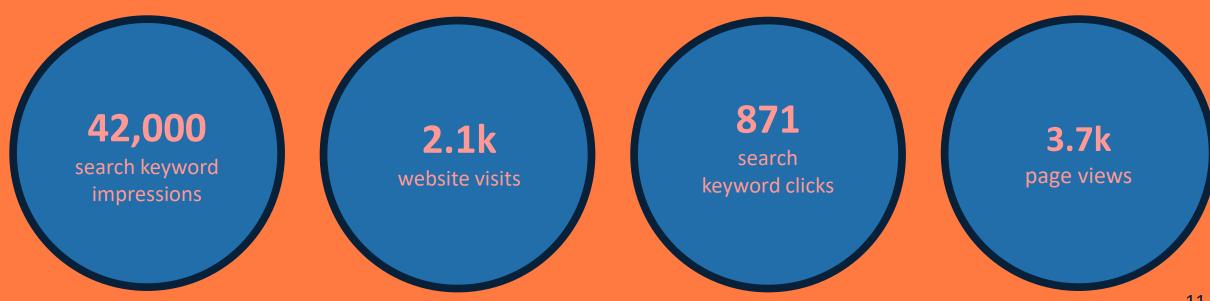
We posted a mix of organic and paid content to help us target our key audience groups and saw a 98% increase in new followers against last year. We also re-connected with our loyal community of tomato lovers on Instagram by sending personalised messages encouraging them to support the start of the season.



Website results.

To help get the website ready for the launch of the fortnight, we focused on search engine optimisation (SEO). This will help us generate longer term results and ensure we appear higher when people search for terms like 'British tomatoes' and 'British tomato recipes'.

We also launched a pay-per-click campaign to help us reach this audience and it resulted in 283 clicks directly through to the website.







It's a tomato time of year when Yorkshire growers big and small sing the praises of the not-so humble tomato. Try these healthy. fresh and delicious summer recipes to make the most of your crop WORDS: Kathryn Armstrong



Halloumi and British tomato toasts with mint pesto

<u>British torrestone</u>, given a fresh twist with quick-to-make mint pesto Serves two, suitable for vegetarians

INGREDIENTS 4 large British vine

Mint peste: Small bunch of mint 5tbsp olive oil 1tsp white wine vinegar 50g ground almonds Salt and freshly ground black peg

First, make the mint pesto. Pick the mint leaves from the stalks and put them into a small blender with the clive oil, vinegar and a splash of water. Blitz together for a few moments. Add the ground almonds and blend for a few more seconds. Season with a little salt and pepper.

Brush the slices of sourdough with give oil, then chargrill or grill until lightly browned.

Arrange the slices of sourdough on two serving plates. Spread with mint pesto, then add the sliced tomatoes and halloumi cheese. Serve, drizzled with a little more pesto sauce.

COOK'S TIP: You could use basil or parsley instead of mint in the pesto.

Oven-roast tomato salad with asparagus, thyme, olives & watercress

perfect recipe to celebrate them together, when <u>Edition tomatoes</u> are at their juiclest and asparagus is at its most abundant. This recipe involves a few clever tricks: cooking your ternatoes in the preheating oven means they cook more slowly so get time

INGREDIENTS 500g beby tomatoes 4 gartic cloves, peeled

A few sprigs of thyme A few sprigs of rosemary 4thsp olive oil, plus extra to-drizzle 500g British asparagus, tough 500g British asparagus, to ends discarded dtbsp pitted black clives, 160g watercress 18bsp extra-virgin clive cil Juice of % lernon Mozzarella, to serve

METHOD

Place the tomatous in a large baking true, makking sure there's jentry of space for the asparagur later. Prick each one with the 1gr of your kinfe. Use the side of the knife to gently fatter the gerlic, then throw kind the tray with the herbs and three tablespoons! of oil. Season lightly and toos everything with your hands.

oven and preheat the oven to 200°C/180°C forulges 6. Leave in the oven until your oven reaches temperature (you want them in there for at least 15-20 minutes). Meanwhile, toast the asparagus in the remaining tablespoon of

oven, gently press them down with a potato masher or big spoon ro release some of their

juices. Sit the asparagus on top of the tomatoes and scatter

Meanwhile, lightly dress the

watercress with the extra-virgin olive oil, a small squeeze of fernon and some seasoning. Toss

and spread out on a rilatter

asparagus, and spoon everything over the leaves. Drizzle over any pan juices (this should dress the salad a bit more) and merzarella and fresh bread

Baked cod bruschetta with hot tomato & aubergine salsa

make – and is so good to eat. Serves four

INGREDIENTS

2thsp olive oil, plus extra for drizzling 1 garlic clove, crushed 1 red onion, finely chopped 4 medium British cocktail tomatoes, finely chopped 1 small aubergine, finely chopped 2thsp sun-dried tomato paste A few drops balsamic vinegar, 4 thick slices rustic-style bread such as sourdough or ciabatta 4 x 150g skirless cod fillets,

Salt and freshly ground black pepper Basil or rocket leaves, to garnish

METHOD Preheat the oven to 190°C, fan oven 170°C, Gas Mark 5.

A PLUM JOB

Heat the clive oil in a frying pan and add the garlic and onion, frying them over a medium-low heat for three to four minutes stirring often, until very soft - about five to six minutes.

Stir in the sun-dried tornato paste. Add a few drops of balsamic vinegar and season to taste.

Bake for 15-20 minutes, or until should flake easily when tested with a fork. Serve, garnished

make this recipe with haddock, salmon or sea bass fillets instead of cod. And try using mushrooms instead of aubergine if you prefer – just make sure that you chop them finely.

baking sheet. Top each one with a cod fillet, then spoon the remaining tomoto mixture on top. Put the

pread the pieces of bread thickly ith most of the tomato and

aubergine mixture, then arrange

them in a baking dish or on a

Tomatoes are a family affair for the Durnford family in Cottingham, East Yorkshire.

Every year they grow millions of tomatoes and it's guite likely that when you pick up a punnet of tomatoes, hupely reducing the need for fossil fuel

when Peter Durnford bought Red Roofs Nursery and resident bees to pitch in. And rather than pesticides cultivated a small salads and tomato harvest for we rely on biological methods to keep pesky pests market stalls from his greenhouse. Nowedays, it's a huge, technical operation with at bay. We even put waste to good use, enriching our crops with the carbon dioxide produced from

We're at the forefront of sustainable tomato-growing. We were the first salad grower in the UK



Warm quinoa salad with roasted veg and cherry tomatoes



INGREDIENTS

250g quinoa (white, red or black or a combination) 2tsp vegetable stock powder (or 1 vegetable stock cube) 2 courgettes, cut into chunks 1 red and 1 yellow pepper, deseeded and cut into chunks 1 red onion, sliced into wedges 2tbsp olive oil 16 British cherry on the vine tomatoes, halved 4 handfuls of young spinach

2tsp chia seeds Dressing: 3tbsp olive oil

2tbsp lemon juice

METHOD Preheat the oven to 200°C, fan oven 180°C, Gas Mark 6.

Rinse the quinoa in a sieve, then put it into a saucepan wit the stock powder or crumbled stock cube. Add double the volume of water. Bring to the boil, then reduce the heat and simmer gently for 20 minutes.

While the quinoa is cooking, put the courgettes, peppers and red onion into a roasting tin and drizzle with the olive oil. Roast for 20-25 minutes, until tender. Remove from the oven and stir through the cherry tomatoes.

the guinoa, then mix through roasted vegetables with the spinach or watercress.

For the dressing, whisk togethe



Tomato risotto with garlic & chilli pangrattato

Serves four to six INGREDIENTS

METHOD

12-15 minutes, stirring often until the onions are soft and sweet.

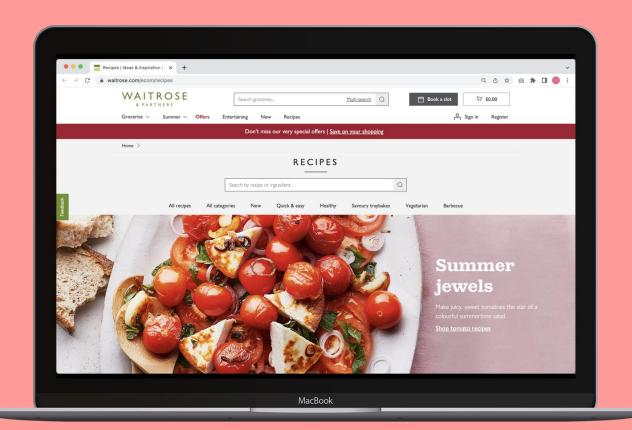
Turn the heat up to medium and of salt. Cook for a minute or so to toest the rice, then add the vermouth, and stir for a few minutes until the alcohol has: until the bread has an even golden colour, about two to three minutes. Season, there

evaporated. Stir in the tomatoes

this'll take around 18-22 minutes. You might not use all the stock. In a large frying pan over a medium heat, warm the olive oil with the gartic clove and just as the gartic begins to colour, add the breadcrumbs, fennel, chilli, thyme and a big pinch or salt and fry, stirring constanti

scoop onto a plate to cool

tender but still with a little bite to it



From cherry to plum and vine to heirloom, more than 25 types of tomatoes can be found at Waitrose throughout the year. With the homegrown season in full swing and British Tomato Fortnight (29 May-11 June) on the horizon, why not experiment? Try Jack Hawkins beef tomatoes, as big as your hand and ripened on the Isle of Wight; plump San Marzano from Yorkshire in sandwiches; Humberside simmered into a sauce or sweet UK-grown cherry varieties baked into focaccia. See waitrose.com/recipes for more inspiration.





MAKING A DIFFERENCE

How Foster Care Fortnight can help transform lives of children

SURANNE JONES

The actor on dealing with grief, double lives and packed lunches p10

FUTURE FOOD STARS

The winning semi-final recipe in Gordon Ramsay's hit TV show p31

Great savings on selected products from Waitrose p48

growers to quit

- day 13 April 2023 The Guardian

Business

Tomatoes off the menu Call for support as energy bills and poor weather hit growers



Hot honey halloumi helps Everyman cinemas climb back to profit

sarah Butler

ee Stiles saw 10 growers leave "London's salad bow!" last year, as they struggled to make ends meet. He expects a similar number in his valley Growers Association to utup shop this year, as costly rgy bills push them under.

The increase in prices threatens to open up a new front in the salad crisis, which led supermarkets to limit purchases of items including tomatoes, cucumbers and peppers during a cold spell in southern Spain and northern Africa in Pebruary. Stiles fears that British tomatoes will be late to shelves this spring, with less choice and higher prices. There will be fewer British romatoes. There will be fewer British romatoes. The said.

The National Farmers' Union said this year could have the lowest production of British tomatoes since 1985. Hefty rises in the cost of production - including energy

to heat and light greenhouses
- forced many growers to make
cuts, mothball greenhouses or
shut down totally. Stiles said some
planned to switch to more lucrative
crops such as sweet peppers,
cucumbers or aubergines.

During the winter, only about 5% of the tomatoes consumed in the UK are grown in Britain, and this winter it was probably a lot less.

In the summer months it can be more than 50%, gradually gearing up from the end of March, but crops are still grown in greenhouses that require heating, mainly with gas, and costs have shot up since the war in Ukraine began last year.

The majority of British tomato producers are about to start the narvest; somewhat later than usual as most growers delayed planting in order to avoid high energy costs in December and January. Some are only planting now. Richard Diplock, the managing director of the Green vere hoping for Easter but it has been delayed." The group, which has sites in Norfolk Sussex and Cambridgeshire, accounts for about a fifth of the tomatoes produced in Britain. Diplock says that a wet, grey March - which meant light evels were almost 40% down on a year before - held things up further

In February, when supermarket shelves lay empty, the government was accused of bringing the problem on itself through Brexit policies and by failing to support local growers, Diplock said: "If the

British tomato is to have a future we



received government energy support but not food production.

"It clearly is a very energyintensive industry and they could have helped us. It's worrying in terms of food security, imports and food miles," Diplock said.

Despite higher costs, the Green House Growers group had

'We invested heavily and hope to carry on, but smaller growers might have issues'

Richard Diplock

"invested heavily and hopes to carry on, but smaller growers might have issues". The group has switched to cheaper varieties such as round salad tomatoes and used technology to cut costs on labour

In Norfolk, the group is working with a local water treatment plant to use spare heat from its processes to help heat the greenhouses. Last year, in Cambridgeshire, they used heat exchangers to generate heat from a water reservoir.

But Diplock said these projects took a large amount of upfront investment, supplied by outside investors. He would like to do a similar project in Sussex, but last year the government ditched the renewable heat incentive (RHI)

House Growers, says rising costs are hurting the UK tomato industry PHOTOGRAPHS: PETER FLUDE/THE GUARDIAN

scheme that helped attract funding for the earlier projects.

"We need the government to give the go-ahead for an RHI. Using renewable energy has got to be the way forward. Long term, there is a lot of energy out there from incinerators, reservoirs and other industry, but it takes investment."

As well as heating, labour costs, plastic packaging and fertiliser have all risen in price. Overall costs are up by about 30%, led by energy. The prices paid by the supermarkets have not gone up as much, but Diplock says that in some cases

they have risen by at least 10%.
According to the data from the
Department for Environment, Food
and Rural affairs, a kilogram of
round tomatoes costs £3, which is
14% more than a year ago and more
than double the average of the

previous three years. Stiles said:
"There probably won't be shortages
as usually the Dutch fill the gap, but
it depends if the supermarkets are

prepared to pay their price."
Diplock said: "We have seen some huge input cost increases and tried to mitigate those as we recognise the cost of living crisis. We still need consumers to buy our tomatoes. We have grown a consumer to buy

Mark Sweney

The allure of luxury sofa seating and a menu including parsley and garlic dough balls and hot honey halloumi helped the cinema chain Everyman bounce back to profit last year.

The upmarket group, which started in Hampstead, north London, and now has 38 venues across the UK, hailed a post-pandemic return to "business as usual" as admission numbers rose by 70% to 3.4 million last year. Revenues grew by 61% to £78.8 m as film fans flocked to see Hollywood blockbusters including Top Gun: Mavertick and Avatar:

The company's film and entertainment revenues increased by almost 60% to 639.7m, helped by a rise in the average ticket price from £11 last year to £11.29.

to E11.29.
Everyman also pointed to the success of its food and drink offering c-tinemagoers can enjoy everything from Korean chicken burgers and vegan hotdogs to wine at their seats -in helping to transform an operating loss of £2.2m in Covid-hit 2021 into a profit of £400,000. Food and drink revenues rose 59% to £32.2m, accounting for 41% of total revenues, helped by average spend per head rising from £9,07 to £9.34.

"Everyman remains a popular and affordable choice for consumers, combining great film, hospitality and atmosphere to provide an exceptional cinema experience," said Alex Scrimgeour, the chief executive of Everyman Media Group.

The cinema chain said the Top Gun and Avatar films indicated that "the consumer appetite for film remains undiminished".

The bounceback of Everyman is in contrast to the performance of Cineworld, the world's second largest cinema chain, which is undergoing a painful restructuring to wipe out a £4bn debt pile to exit bankruptcy protection in the US.

Everyman said it was bullish about its prospects, with admission numbers expected to grow again this year. It plans to open six new cinemas a year for the next three years. However, the chain's premium positioning means it could face pressure if consumers cut their budgets.



Cookery

Ripe'n'ready!

and affordable recipes

Succulent and sweet, British tomatoes

are at their best right now. Make them

the star of your plate with our simple

Why buy British? British tomatoes are in season mid-April until October, but it's British Tomato FORTNIGHT Fortnight right now — until 11 June. Tomatoes pack real nutritional punch, boosting immunity and heart health and even protecting against cancer. Buying British is better for both the planet

and our economy, so check when you shop to make sure you're picking up a pack of local toms. Find out more at britishtomatoes.co.uk

Sweet chilli salmon with warm tomato salad

Serves: 2 Takes: 15min

- 2tbsp sweet chilli sauce • 2tsp olive oil, plus 1tbsp extra pepper in a small bowl. Coat the Salt and freshly ground black
- 2 x 120g skinless and
- boneless salmon fillet
- 1 garlic clove, crushed 250g mixed tomatoes, cut
- into wedges if large • 1 celery stick, chopped, plus extra leaves to garnish
- 1tbsp white wine vinegar, cider vinegar or lemon juice

1 Preheat the grill to high. Line a baking tray with baking paper.

olive oil and some salt and salmon fillets in the mixture and place on the tray. Grill for 12min or until cooked to your liking.

3 Meanwhile, place the extra olive oil, garlic, tomatoes and celery in a frying pan. Heat, stirring often, for 2min or until just warmed through. Stir in the vinegar or lemon juice

4 Spoon the tomato salad into

two bowls and top each with a piece of salmon. Garnish with the celery leaves and serve. 2 Combine the sweet chilli sauce, If liked, add a



- 8 beef tomatoes or large tomatoes 4tbsp olive oil
- chopped
- (see Cook's Tip) 4 garlic cloves,
- 1 courgette, finely chopped
- 3tbsp tomato purée 1ltr hot vegetable
- 50g pine nuts. 9 50g raisins

- and chopped Handful of fresh dill, chopped
- Handful of fresh mint, chopped, plus extra to garnish Salt and freshly
- ground black pepper 4 large potatoes. scrubbed and
- 25g butter, chopped
- 1 Slice the top from each tomato and reserve. Using a teaspoon, scoop 4 Stir the garlic, the seeds and flesh from each tomato into a stock and reserved

2 Arrange the tomatoes in a large roasting tin or baking dish and set

in a saucepan and fry the onion over a medium heat for 5min or until soft. Add the risotto rice and cook, stirring, for 1min. Add the wine and simmer until evaporated.

courgette, tomato purée, • 50g pitted kalamata bowl, leaving the tomato tomato seeds and flesh into the rice mixture.

you have some to hand. Simmer for 15min or until the rice is almost tender and has absorbed most of the

liquid. Preheat the oven to

180°C (fan 160°C, gas 4).

same quantity

You could also add a

squeeze of lemon juice

to the finished risotto if

From just

5 Stir the pine nuts, raisins, olives, dill and mint into the risotto. Season with salt and pepper. Spoon into the tomato shells and add the tomato lids. Arrange the potatoes around the tomatoes and drizzle with the remaining olive oil. Dot with the butter and cover the dish or tin with foil. Bake for 1hr or until the tomatoes and potatoes are tender. Serve garnished with the extra mint.

Tomato tart

Serves: 4 Takes: 40min (plus cooling)

- 1 ready-rolled puff pastry sheet, defrosted if frozen
- 6 plum tomatoes A handful of mixed cherry
- 1 garlic clove, crushed Salt and freshly ground black
- Fresh basil leaves, to garnish

1 Preheat the oven to 200°C (fan 180°C, gas 6). Unroll the pastry on to a lined baking tray and score a 2cm border around the edge using a sharp knife and being careful not to cut all the way through the pastry. Prick the pastry inside the border all over with a fork. Bake for 15min.

2 Meanwhile, combine the tomatoes. garlic and some salt and pepper in a bowl. Arrange the tomatoes over the pastry inside the border in a single laver. Bake the tart for a further 15min or until the tomatoes are starting to catch and soften, Garnish with the basil leaves, and serve warm or cold.



Tomato, spinach & feta spaghetti

Serves: 2 Takes: 15min

- 200g spaghetti
- 1tbsp olive oil • 1 garlic clove, crushed
- Pinch of chilli flakes
- 1tsp capers, rinsed and drained 200g cherry tomatoes
- Grated zest and juice of ½ lemon Handful of baby leaf spinach
- Salt and freshly ground black
- pepper 50g feta, crumbled

1 Cook the spaghetti in a saucepan of boiling water according to the pack

2 Meanwhile, place the oil, garlic, chilli flakes, capers and tomatoes in a frying pan. Heat over a medium heat, stirring from time to time, until the tomatoes have softened and started to burst. Remove from the heat and stir through the lemon juice.

3 Drain the spaghetti, reserving 3tbsp of the cooking water. Add the spaghetti and cooking water to the tomato mixture along with the spinach and some salt and pepper. Return the pan to a low heat and toss to combine and wilt the spinach.

4 Divide between two bowls and top with the lemon zest, feta and more nenner hefore serving

Parmesan shaving

stuffed tomatoes)

Serves: 4 Takes: 1hr 40min

- 1 large onlon, finely
- 200g risotto rice • 100ml white wine
- crushed

3 Heat 2tbsp of the oil

30 Take a Break Edited by Lucy Blackwell

Take a Break 31

Why we should all be buying British tomatoes this summer

British Tomato Growers Association 21 April 2023



With tomato season in full swing, we take a look at tomato growers a little closer to home

We're big lovers of tomatoes here in the UK and each year we eat around 500,000 tonnes of them. <u>British-grown toms</u> are famous for their flavour and they're in season from now until November.

<u>Tomato shortages</u> made the news earlier this year due to bad weather in Europe and Africa which disrupted supplies to the UK. Following this, Google searches for <u>British tomatoes</u>, shot up by 293%. Luckily, British toms are now back in full force on our supermarket shelves, making it the perfect time to enjoy them.

Buying British tomatoes comes with a whole host of benefits:

- 1. It's more <u>environmentally friendly</u>, as carbon emissions are dramatically reduced in comparison to buying imported varieties.
- 2. It helps support local growers and the economy here in the UK.
- 3. They're arguably more tasty as they're kept on the vine for longer, meaning they absorb as much flavour as possible before reaching your plate.



Published in:

- The Crawley Observer (estimated reach of 11k)
- West Sussex Gazette (estimated reach of 7k)
- Bucks Herald (estimated reach of 6k)
- West Sussex County Times (estimated reach of 10k)
- Gainsborough Standard (estimated reach of 2k)
- Todmorden News (estimated reach of 2k)
- Banbury Guardian (estimated reach of 27k)
- Mid Hampshire Observer (estimated reach of 17k)
- Melton Times (estimated reach of 6k)
- Leamington Courier (estimated reach of 31k)
- Eastbourne Herald (estimated reach of 68k)
- Sussex Express (estimated reach of 5k)
- Sussex Express Newhaven (unable to determine reach)
- Sussex Express Halisham (unable to determine reach)

British Tomato Fortnight runs from May 29 to June 11. Sue Wilkinson slices and dices fruity facts about one of our favourite and most versatile foods

Celebrating one of the vinest fruits in the UK



This year many fruit and veg growers across the UK are facing pressures like labour shortages, supply delays and high energy prices, saus the British

tirelessly with retailers to keep up with demand for fresh, juicy British tomatoes.

To help support the industry and the growers who produce British toms throughout the year, the Association asks you to keep an eye out for British tomatoes in your local supermarket. Look out for our British Tomato Fortnight stickers during the event and tag it on social media if you spot any in store.

In Britain, it's fair to say we love toms. We eat around 500,000 tonnes of them every year. That's Goz or 1Gog per perof two classic British tomatoes perweek, or more than 300 per

Around a fifth of the total toms we consume are grown in

British-grown tomatoes are famous for their flavour. That's because they're sold locally, so rather than durability.

They're kept on the vine for longer, absorbing as much flavour as possible before they reach your plate. This also means they're bursting with heart health and even protect ing against cancer.

They're good for the environ ment too. Food miles are dramatically reduced compared to

an innovative lot. From nourish ing crops with rainwater to using bumblebees to pollinate the plants, they're continually refining their growing technique to work with nature, rather tha



fomatoes - hot or cold - can be used in all kinds of reci pes and not just with diced lettuce and cucun

> saled with a sparagus, thyme, olives and watercross The British tomato and aspar

gus season overlap so this is the perfect recipe to celebrate them together, when British tomatoes are at their juiciest and asparagus is at

This Lebanese salad with British toms is an absolute texture bonanzs: you've got crunch, juiciness, and

tang. Plus, it's quick and easy to make

with mouth-wateringly creamy rice full of juicy, sunshiney fla-

Blushing bites





Influencers.

- We commissioned Rukmini Iyer and Joe Woodhouse to help us create delicious, engaging content to use across our channels.
- New recipes included a one tray roasted tomato orzo, summer gazpacho and halloumi salad.





Partnerships.

- Brand partnerships are a fantastic way to organically promote British tomatoes alongside other like-minded organisations e.g. British owned, seasonal-focused brands.
- By collaborating in this way, we can reach new audiences and knowledge share.
- We wanted to work with established household, heritage brands we knew had loyal foodie followers.
- We were bold with our outreach, spending time researching and tapping into our network, and it paid off, we secured a huge amount of extra content for the campaign.





Our Place





Retailers.

- It's hard to get our hands on data, however, we know that our work supports your relationships with retailers.
- Year on year, we're seeing fantastic support from retailers who are marking the occasion and boosting our comms activity.
- Activity increases in volume (as it were) and length of time (stores increasing visible promos in store for longer than BTF).
- It impacts sales (as well as consumer awareness of the season.





A longer season.

- A large proportion of our press, social and partnership coverage came in before BTF this year, which shows we don't need the fortnight as a hook to get journalist's interest.
- At the moment, our activity ends abruptly once BTF has wrapped up and it's worth noting a lot of creators drop the mention of 'British' when sharing tomato recipes after June, this isn't great!

Showing off your hard work.

- We focused on celebrating you guys and journalists loved it!
- We felt fantastic support despite it being your busiest time, and it was great to see so many of you getting involved.
- Some of you flagged a lack of imagery of the team and in the nurseries, and we think this would be useful to consider for future campaigns. We'd be able to use these assets across PR, the website and on socials.

Building on for next year.

- Developing relationships with retailers and getting their buy-in generates fantastic results.
- Working with likeminded brands to spread our campaign message is worthwhile and resulted in an extra
 piece of influencer content with Clarence Court Eggs. Again, enabling us to reach new audiences!
- Arranging press drops resulted in 30+ pieces of organic content, building relationships with key individuals helps the campaign have extended reach. A special shout out to the growers supporting this.

The end. You made it!

Call:

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Jack&Grace