

WCBFM2024 EXHIBITOR PROSPECTUS

IT'S SIMPLE...

Meet Decision Makers in Your Region

- Schools & Universities
- Hospitals & Healthcare Facilities
- Municipal & Government Buildings
- Commercial Buildings
- Hotels & Resorts
- Shopping Malls
- Manufacturing Facilities
- Multi-Family Housing Complexes
- Major Sports Facilities
- Warehouses
- Airports & Seaports
- Worship Facilities
- And More!

A BOOTH AT WCBFM ALLOWS YOU TO:

- Meet Decision Makers with buying power in your industry
- Showcase your products, services, & solutions
- Reconnect with your current customers & invite your prospects
- Generate leads for years to come

WEST COAST BUILDINGS & FACILITIES MANAGEMENT TRADE SHOW & CONFERENCE

Is strictly a commercial & industrial trade show & conference. High-level decision makers will be in attendance to see the newest products and services presented by hundreds of companies in the region. The scope of the conference is designed to attract the highest level of decision makers in Building, Facility, and Property management sectors. Providing the best opportunity for exhibiting companies to generate leads and drive business for years to come.

As an Exhibitor, You Will...



Reach thousands of Building, Facility, & Property Managers in your region Face-to-Face



Create new relationships with Decision Makers who operate multi-million dollar budgets



Walk away with new leads to drive new business



Invite a specific group of VIP Clients/Prospects to see you exclusively exhibit



Receive the FULL attendee lead list after the event (Name, Email, Phone, Job Title, Company, Address, etc.)

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BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

Every year, exhibitors report that WCBFM draws leaders from every sector of commercial building & facility management. This year you'll meet top decision makers looking for new solutions for their buildings and new ideas for the future of the Industry.



- SCHOOLS & UNIVERSITIES
- HOSPITALS & HEALTHCARE FACILITIES
- MUNICIPAL & GOVERNMENT BUILDINGS
- COMMERCIAL BUILDINGS
- HOTELS & RESORTS
- SHOPPING MALLS
- MANUFACTURING FACILITIES

- MULTI-FAMILY HOUSING COMPLEXES
- MAJOR SPORTS FACILITIES
- WAREHOUSES
- AIRPORTS & SEAPORTS
- WORSHIP FACILITIES
- AND MORE!

All Attendee types own, manage, or operate these facilities and manage multi-million dollar budgets!

JOB TITLES YOU'LL MEET...

Facility Manager, **Building Manager**, Property Manager, **Facilities Manager**, Buildings Engineer, **Director of Facilities**, Buildings Operations Manager, **Building Owner**, Chief Engineer, **Design Engineer**, Electrical Engineer, **Maintenance Supervisor**, Industrial Engineer, **Purchasing Manager**, Mechanical Engineer, **Warehouse Manager**, Project Engineer, **Regional Facilities Manager**, National Facilities Manager, **Director of Properties**, Maintenance Manager, **Facility Supervisor**, Director of Buildings & Grounds, **Director of Maintenance**, Purchasing Director, **Manufacturing Manager**, Director of Engineering, & **More!**

WCBFM2024 EXHIBITOR PROSPECTUS

We've Got Your Back

We help you promote your Booth with our Marketing & Promotional Programs



FULL Attendee Lead List

No need to waste time badge scanning. All exhibitors receive the full attendee lead list after the event. (Name, Company, Email, Phone, Job Title, Mailing Address, etc.) Follow up on your leads with Confidence!

Your TOP 50 Campaign

An exclusive, VIP invite list of your current clients & prospects to see you exhibit at the show. We pay for your VIP's admission, lunch, and parking expenses.

We do all the heavy lifting for your VIP's!

<https://wcbfm.net/top-50-clients-prospects/>



Complimentary Marketing Manual

A best practice manual created from over 20 years of trade show experience. Prepare, plan, and execute to your best ability!

Free Graphic & Email Invites

Advertise your booth with professional email and graphic templates. Use on your website, and all social media platforms.



Booth Pricing

10' x 10' - **\$2,350**

10' x 20' - **\$4,200**

3 or more booths - **\$1,900 each**

Corner Surcharge - **\$200**

Your Booth Includes:

Everything Above and...

- 8' tall back drape and at least 3' tall side drape
- Sign indicating company name and booth number.
- Booth Passes for exhibit staff

WCBFM2024 EXHIBITOR PROSPECTUS

YOU CAN COUNT ON US

For over 17 years we have provided the Nation with the best annual, B2B marketplace in the industry. Thousands of companies have trusted us to drive connections, create relationships, and nurture sales. Always remember, you are one handshake away from a life-changing client, contract, or project. We're proud to promote our great exhibitors and drive commerce in each of our regional events by generating the best one-stop shop for all things related to Building and Facility management.

Don't just take our word for it...

"I wanted to express my incredible experience with the SWBFM 2021 event that took place in Phoenix this past year. The event was wonderful, the staff was professional and organized, everything ran smoothly, and the attendance was great! My co-worker and I were able to meet many people working in the industry that benefited business long after the show. The attendee list that was provided allowed me to have contact with prospective customers long after the event which was PRICELESS during the shutdowns during COVID-19. I was able to still reach out to people that had attended and secure several jobs for our company. We are looking forward to exhibiting in 2023!"



Marnie J.
Client Relations Manager
True View Windows & Glass

Exhibitor



Tim T.
Q Ware
Exhibitor

"I've participated in several Pro Expo's shows across the country over the last decade. The Pro Expo's team has always made me feel like a valued vendor. They recognize and appreciate the time, effort and financial commitment we make to their shows. More importantly the show attendees are truly treated like guests by the Pro Expo's team. There's a hometown feel to their shows you don't find with some of the large facility management shows. We always come away from their shows with quality leads that result in new clients."

"Pro Expos Group is more than a tradeshow organization... They're business relationship builders. They care for and grow your business before, during and after the show. John and the Pro Expos team have become more like family to me. I recommend if you make the wise decision of exhibiting at their event, that the owner of the company attends and works the booth as opposed to sending sales reps. The clientel and decision makers who attend are the top decision makers that are more accustomed to dealing with CEO's and owners. The final reason to exhibit is that after doing the show and meeting the Pro Expo family, your company will gain 5 sales reps that will promote your company throughout their vast facility management network."



Sean S.
CEO
Final Flat Roof
Exhibitor

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"Throughout my career I have presented at conventions and trade shows. The SWBFM Show in Phoenix was a blast. I interacted with local facility managers on the government and private sector creating, & allowing me to create new relationships. The show was well attended. My teammates and I look forward to seeing all in 2023!"



Joe C.

Herc Rentals
Exhibitor



Eric J.

Atlas Water Systems
Exhibitor

***"THIS IS A GOOD SHOW.
ATTEND THIS SHOW.
MAKE SOME MONEY!"***

"Of all the shows that I do. This is the one that provides the most value. They bring the right people together. They have the right discussion topics and the people that you work with here at Pro Expos are top notch – second to none."



Dale D.

Aegis Energy
Exhibitor



Why Companies Exhibit at **TRADE SHOWS**

88% PARTICIPATE IN TRADE SHOWS TO RAISE AWARENESS OF THE COMPANY AND ITS BRAND

Trade shows and expos provide a great way to get your name out and let a very niche audience know about your brand.



72% PARTICIPATE TO GET LEADS FROM NEW BUYERS AND PROSPECTS

Exhibitors expect to meet new clients and get sales by attending an expo.

65% ATTEND TO SEE CURRENT CLIENTS – IT IS HARDER TO GET FACE TO FACE TIME WITH CLIENTS

Exhibitors are having a harder time getting face-to-face time with their clients, and trade shows provide a way to reestablish the relationship.



THE TOP 3 SALES-RELATED OBJECTIVES AT TRADE SHOWS ARE RELATED TO RELATIONSHIP MANAGEMENT AND ENGAGEMENT.

Above all else, exhibitors want to meet with existing customers, key customers, and prospective customers.



92% OF TRADESHOW ATTENDEES COME TO SEE AND LEARN ABOUT WHAT'S NEW IN PRODUCTS AND SERVICES.

Expos and trade shows are a perfect opportunity to highlight the new products, services, or technology you offer. And by doing so, you will meet your attendees expectations at the expo.

77% OF EXECUTIVE DECISION MAKERS FOUND AT LEAST ONE NEW SUPPLIER AT THE LAST SHOW THEY ATTENDED

Expos do create new business opportunities for exhibitors. If you are sitting on the fence about attending an expo because you're not sure if it is worth it, remember that your competitors will be closing the deals that you could have been closing.



45% OF ATTENDEES VISIT ONLY ONE EXHIBITION PER YEAR

When you exhibit at a show, you will find new prospects that you wouldn't find at any other show.

51% OF TRADE SHOW ATTENDEES REQUESTED THAT A SALES REPRESENTATIVE VISIT THEIR COMPANY AFTER THE SHOW

People are finding valuable solutions by attending trade shows and if you aren't attending, you are missing opportunities of closing big deals.



87% OF EXHIBITORS RATE EXHIBITIONS AS HIGHLY VALUABLE FOR ACHIEVING BUSINESS SECTOR PROMOTIONS

Exhibitors are having overall positive experiences at trade shows

VALUE OF TRADE SHOWS

THE COST OF A FACE-TO-FACE
MEETING WITH A PROSPECT AT
A TRADESHOW IS

\$142

THE COST OF A FACE-TO-FACE
MEETING AT A PROSPECT'S
OFFICE IS

\$259



By displaying at an expo, you find a much more cost effective way to have face-to-face conversations with potential prospects.



PROSPECT BUILDING

90% OF EXPO ATTENDEES HAVE NOT MET
FACE-TO-FACE WITH ANY COMPANIES

EXHIBITING AT THE SHOW IN THE 12 MONTHS PRIOR TO THE EVENT

Trade shows provide a great opportunity to network and build relationships with current clients and potential prospects.



**OVER 50% OF THE EXPO ATTENDEES ARE THERE
FOR THE FIRST TIME**

With so many new people attending expos each year, it is worth attending trade shows every year to meet prospective clients who did not attend last year's show.

**67% OF ALL ATTENDEES REPRESENT A NEW
PROSPECT AND POTENTIAL CUSTOMER FOR
EXHIBITING COMPANIES**

2 of 3 attendees don't currently use the product or service of the exhibiting company.



81%

of trade show attendees
have buying authority

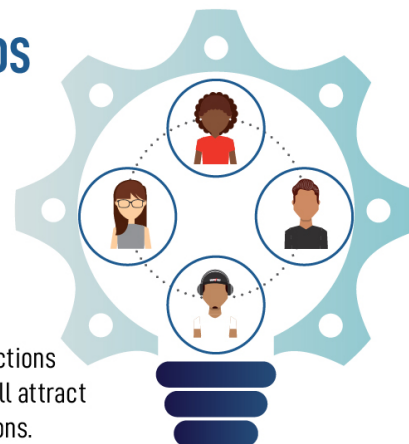
4 out of 5 people walking through the show are potential customers for exhibitors.

THE AVERAGE ATTENDEE SPENDS

8.3 HOURS

**VIEWING TRADE SHOW
EXHIBITS AT AN EXHIBITION**

You have plenty of time to network and make connections at the event. Attract attendees to your booth that will attract attendees to your booth such as visual representations.



*Statistics provided by the Center for Exhibition Industry Research (CEIR)

#1 Regional Tradeshow for
Building & Facility Management!

The Industry's Top Companies Exhibit



1-800-GOT-JUNK?
THE WORLD'S LARGEST JUNK REMOVAL SERVICE

aramark

**BATH
FITTER**

BELFOR
PROPERTY RESTORATION

BELZONA
Repair • Protect • Improve

EMCOR

AWAREMANAGER

DELTA BECKWITH
ELEVATOR COMPANY

DELTA
Cooling Towers, Inc.

FLUKE

HILTI

Glidden

ARCHIBUS

CENTIMARK
Innovative Roofing and Flooring Solutions

Firestone
Firestone Building Products

DELTA
Cooling Towers, Inc.

FLIR

GDI Integrated Facility Services

Glidden

ABM
Building Value

CertaPro Painters
★★★★★

CINTAS
READY FOR THE WORKDAY™

Benjamin Moore
Paints

COMFORT SYSTEMS USA
BCM Controls Corporation

COMPASS
FACILITY SERVICES

Cummins

FM
GENERATOR

Milton

CAT

HESS

HILLYARD

Johnson Controls

COVER THE EARTH

Honeywell KOHLER

LUDECA
Keep it running.

METAL
supermarkets
The Convenience Stores For Metal®

SHERWIN WILLIAMS

IR
Ingersoll Rand

JOHN DEERE

ServiceMASTER
Restore

THE BLUE BOOK
Building & Construction
NETWORK
BUILDING RELATIONSHIPS SINCE 1913

Restoration Management Company

MITSUBISHI ELECTRIC

SIEMENS

Signal
ADVANCED

SCRANTON PRODUCTS

United Rentals

HercRentals

PlanGrid
AN AUTODESK COMPANY

KIDD-LUUKKO CORPORATION

thyssenkrupp

SERVPRO
Fire & Water - Cleanup & Restoration™



nationalgrid

K.M. Facility Services, LLC

MOHAWK INDUSTRIES, INC.

Rubbermaid
Commercial Products

Q

Schindler netwatch



F.W. WEBB COMPANY

MOEN

WINDOWS & DOORS

PROTEK
FIRE PROTECTION SYSTEMS

WARE

REXEL
Energy Solutions

Rental
ELECTRIC PRODUCTS

SCA
Care of Life

SealMaster
U>SOURCE
Your Trusted Energy Advisor

SECURITAS
Electronic Security

SUNBELT RENTALS

Volvo Rents
Construction Equipment