WCBFM 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.)*

WCBFM EXHIBITOR PROSPECTUS

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!**

WCBFM

EXHIBITOR PROSPECTUS

BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

10x Genomics
A1 Self Storage
AC Transit
AEI Consultants
AHUB GLOBAL
ANI
AT&T Business
Acsiom Design
Adv
Akston Biosciences Corp
Alameda Cnty Comm Food Bank
Alameda County
Alameda Enterprises
Alexander's Mobility Services
Almaden Golf and Country Club
Another Planet Entertainment
Anthem

Applied Materials
Aquatic Design Group
Aramark
Architectural Dimensions
Arlo Technologies
Ascent Services
Asia Alternatives
Associa Northern California
Atlas Pellizzari
Autodesk
AvAirPros
Avison Young
BAAQMD

BHC Architects
BPG
Babcock Power
Baker Electric
Balboa Retail Partners
Bank of the West
Bay Cities Paving & Grading
Bayview Hunters Point Foundation
Beacon Economics
Behr Paint
Berkeley Lab
Best Western Hotels
Beverages & More (BevMo)
Bigge Crane
Bio-Rad Laboratories
Blue Bottle Coffee
Bon Appetit Management Co
Boy Scouts of America
Bridge Housing

Burlingame School District
CA Dept of Corrections
CA Highway Patrol
CBRE
CEI
CH Reynolds
CIGNA
CMI
CSU East Bay
Cadence Design Systems
California Academy of Sciences

California Dairies
California Water Service
Caltrans
Camden Property Trust
Canon
Cardno
Carpenters Union
Cargill
Catholic Charities
Centerpoint
Central Contra Costa Sanitary District
Central Unif School District
Chevron
Children's Health Council
City of Alameda
City of Berkeley
City of Cupertino
City of Daly City
City of Fairfield
City of Fremont
City of Hayward
City of Livermore
City of Menlo Park
City of Millbrae
City of Morgan Hill
City of Mountain View
City of Newark
City of Oakland
City of Palo Alto
City of Pleasanton
City of Redwood City

WCBFM EXHIBITOR PROSPECTUS

City of Richmond
City of San Bruno
City of San Francisco
City of San Jose
City of San Leandro
City of Santa Clara
City of Santa Cruz
City of South San Francisco
City of Sunnyvale
City of Union City
Clorox Company
Coast Guard Exchange
Comcast
CommonSpirit Health
Contra Costa County
Costco Wholesale
County of Marin
County of San Mateo
Creative Building Solutions
Critical Path
Cushman & Wakefield
D&S Development
DRS Technologies
DXC Technology
Daiso USA
Danville Schools
DeAnza College
Defense Innovation Unit
Diablo Water District
Dignity Health
Dolby
DoorDash
East Bay Municipal Utility District
East Bay Regional Park District
East Side Union High School District
Ebay
Electronic Arts
Elevate Services
Elwyn California
Emery Unified School District
Equinix
FPI Management
Facebook (Meta)
Fairmont Hotels
Federal Reserve Bank
Firebrand Hospitality
First Republic Bank
Flex
Gachina Landscape Management
Gensler
Gilbane Building Company
Girl Scouts NorCal
Golden Gate University
Google
Granite Construction
Greystar
Group One
HMH Architects
HOK
HP Inc
Hayward Unified School District
Hilton
Home Depot
Housing Authority of Santa Clara County
IBEW
ICU Medical
Illumina
Impossible Foods
Intel
Intuit
Jabil
Jacobs
Janus Henderson
John Muir Health
Kaiser Permanente
Kilroy Realty
KLA
Knights of Columbus
LPA Architects
Lawrence Berkeley National Lab
Lee & Associates
Lennar Homes
Lockheed Martin
Los Altos School District
Lyft
MB Contract Furniture
MCS
META
Moffett Park Business Group
Montgomery County Schools
Mountain View Whisman School Dist
NASA Ames Research Center
NBCUniversal
Netflix
Nvidia
Oracle
PG&E
Palo Alto Unified School District
SamTrans
Stanford
Sutter Health
Tesla
UCSF
UniFirst
Williams-Sonoma
ZOOX

WCBFM 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' - ***$2,550***
10' x 20' - ***$4,500***
3 or more booths - ***$1,950 each***
Corner Surcharge - ***$250***

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**

WCBFM EXHIBITOR PROSPECTUS

YOU CAN COUNT ON *US*

For over 20 years we have provided the Nation with the best annual, B2B markeplace 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...

Air Solutions
Your Business Is Always Cool With Us

During the first two hours of the show, I had more visitors and potential leads visit our booth than I would normally have in an entire day at other Facility Shows. Not only was I able to meet current customers at the show, I left with a good amount of great opportunities. This show has repeatedly given us the highest ROI in comparison to other events.

YVETTE C.,
REGIONAL SALES MANAGER
AIR SOLUTIONS

Instant Power PROFESSIONAL

Probably the BEST Facilities Show I've been to! Lots of engaged leads!

JEFF V.
SALES DIRECTOR
INSTANT POWER CORPORATION

Equipment Share

This was our third year exhibiting at WCBFM and the ease of the entire show is amazing! From set up, to tear down.
It's always great to see our customers and I see more of them here than most shows. The attendees are definitely the audience I need. Not to mention the "Top 50 Campaign" and the delicious lunches provided!
Still gets my vote for the best ROÍ with regard to exhibits yet. Always my favorite!

SALES MANAGER
EQUIPMENT SHARE

westcoat

We had a fantastic experience at this year's WCBFM Show! From start to finish the event delivered strong engagement and meaningful interactions.

The attendees told us the sessions were not only informative but directly aligned with the current challenges and priorities facility professionals are facing. We appreciated the opportunity to connect with so many attendees who came ready to have real conversations and many had active projects and specific needs in mind.

It was refreshing to see how open attendees were in sharing their goals and what they were looking for in terms of solutions. This openness led to some great conversations where we were able to dig into their challenges and provide tailored solutions.

Exhibiting was productive and energizing and we are looking forward to the next show.

DAN. A
SALES DEVELOPMENT REP
WESTCOAT

HETNET

I want to extend my sincere appreciation to WCBFM for hosting an exceptionally well-organized and impactful trade show. In just one day, the event delivered exactly what industry participants hope for—a targeted, high-quality audience and meaningful engagement.

From start to finish, the WCBFM team demonstrated a deep understanding of what makes a trade show successful: great communication, seamless logistics, and most importantly, the right mix of attendees. The event brought together decision-makers, partners, and stakeholders who were highly relevant to our business, making the time and investment well worth it.

If you're looking for a professional, high-return platform to connect with the right audience in a focused format, I highly recommend partnering with Pro Expos and WCBFM. They know how to do it right.

BRYAN K.
MANAGING PARTNER
HETNET WIRELESS

CONFLO SERVICES, INC.

Really glad we were an exhibitor at this event. We achieved our goal and were able to network with many clients!

LARRY R.
PROJECT MANAGER
CONFLO SERVICES

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

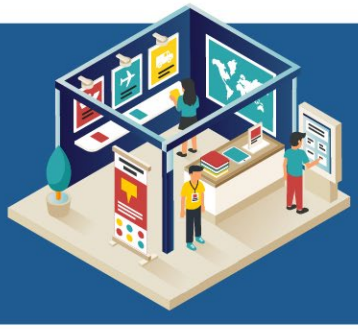
By displaying at an expo, you find a much more cost effective way to have face-to-face conversations with potential prospects.

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 are attending expos each year, it is worth attending trade shows every year to meet prospective clients who did not attend last years 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 a ttend-ees have buying

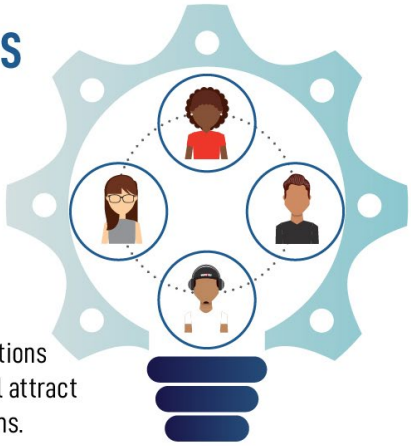
4 out of 5 people walking through the show are potential customers for

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 Managment!

Buildings & Facilities PRO EXPOS GROUP Management Shows

The Industry's Top Companies Exhibit