

IT'S SIMPLE...

Meet Decision Makers in Your Backyard

- 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 MWBFM 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*

MOUNTAIN WEST BUILDINGS & FACILITIES MANAGEMENT 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 exhibit*
- ✓ *Receive the FULL attendee lead list after the event (Name, Email, Phone, Job
Title, Company, Address, etc.)*

BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

Every year, exhibitors report that MWBFM 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!



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

- MULTI-FAMILY HOUSING COMPLEX
- ESMAJOR 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!

BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

96 West Productions
99 West Condominiums
A-List Builder Resources
ABM
ACCESS Business Center
Activescapes
Advanced Healthcare
AIM Real Estate
All West
All West Communications
All West Communications
Alpine Meadows HOA
Alpine School District
Ameriprise
Ampleo
Apocalypse Bikes
Architectural Components
Architectural Glazing Products
Arup Laboratories
Asahi Refining
Atara Property Management
Atlantic AE
BHI
BKWest
BYLD Distributions
Beacon Rex Williams
Ber Wilson
Bio One
Black Rock Mountain Resort
Bonneville Multifamily
Bridge Investment Group
Brighton Resorts
Brix Property Management
Buchanan Group

CBRE
Canyon Gate HOA
Carbon County
City of Draper
City of Orem
City of Provo
Clearwater Management
Cottonwood Heights City
Cushman & Wakefield
Daggett County
Davis County
Davis School District
Davies Property Management
Dominion Energy
Draper City
Duchesne County
Eagle Mountain City
Eaglewood Golf Course
Emery County
Engel & Völkers
Equity Residential
Fairfield Residential
Farmington City
Gardner Company
Garfield County
Granite School District
Grand County
Greystar
Harmons Grocery
Heber City
Hill Air Force Base
Hines
HOAMCO
Intermountain Healthcare

Iron County
Jordan School District
Juab County
Kane County
Kaysville City
Layton City
Legacy Communities
Lehi City
Logan City
Millard County
Millcreek Residential
Morgan County
Mountain America Credit Union
Murray City
Nelson Partners
North Salt Lake City
Northmarq
Nova Group GBC
Nu Skin
Nu Skin International
O.C. Tanner
Ogden City
Ogden City School District
Ogden Weber Technical College
Olive & Cocoa
Omen Hospitality
PAR Management
PARC
Paper Plane Accounting
Parents Empowered
Park City Mountain Resort
Park City Municipal Corporation
Patriot Holdings International
Piute County

BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

*Pivot BEP
Pleasant Grove City
Property Reserve Inc
Provo City
Rich County
Riverton City
RPM Living
Salt Lake City Corporation
Salt Lake County
San Juan County
Sanpete County
Sandy City
Saratoga Springs City
Security National Properties
Sevier County
Snowbird Resort
South Jordan City
South Salt Lake City
Spanish Fork City
Springville City
St. George City
State of Utah
Summit Academy
Summit County
Taylorsville City
The Boyer Company
The Church of Jesus Christ of Latter-day Saints
Tooele City
Tooele County School District*

*UDOT
Uintah School District
University of Utah
Utah County
Utah Housing Corporation
Utah Retirement Systems
Utah State University
Utah Transit Authority
Utah Valley University
Wasatch County
Wasatch Property Management
Washington County
Weber County
Weber State University
West Jordan City
West Valley City
West Valley Housing Authority
Western States
Western States Lodging
Western States Lodging & Management
WHM (Warehouse Management)
WolfMax
Woodbury Corporation
Woodward Park City
Zion National Park Lodges
Zions Bancorporation*

AND HUNDREDS MORE!

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://mwbfm.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 Booth : **\$2,550**

10 x 20 Booth: **\$4,500**

3 or More Booths: **\$1,850 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

YOU CAN COUNT ON US

For over 20 years we have provided Companies 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 lifechanging 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... Testimonials from Last Year's Show!



The food was delicious and the location was excellent. Highlight: We received an excellent lead for a building we have been trying to find contact info for years!



CHRIS P.

VICE PRESIDENT SALES & MARKETING
JANI-KING OF SLC



The MWBFM show was amazing! We met great attendees and were able to network with some of the greats in the industry. We are already looking forward to next year's show!



SHANNON B.

BUSINESS DEVELOPMENT MANAGER
ATI RESTORATION



Event was really good! For a first year in Utah I felt like your team did a great job with marketing the event and I ran into the info in several locations. We'll be back next Year!



SCOTT G.
BUSINESS DEVELOPMENT
RBM BUILDING SERVICES



Great Show - As Expected!



BOB F.
PRINCIPAL
JKL CONSTRUCTION SERVICES

"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 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.



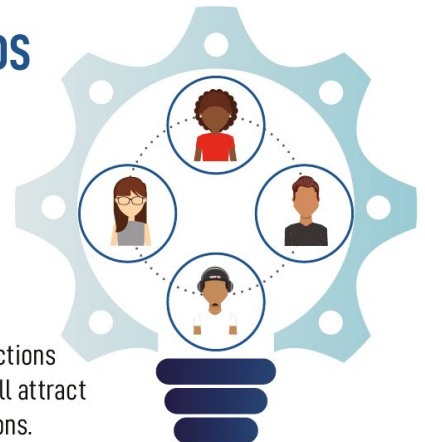
81%

of trade show 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

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

**SCRANTON
PRODUCTS**

**United
Rentals**

HercRentals **PlanGrid**
AN AUTODESK COMPANY

KIDD-LUUKKO
CORPORATION

thyssenkrupp

SERVPRO
Fire & Water - Cleanup & Restoration™

Schindler

nationalgrid
F.W. WEBB COMPANY

MOHAWK
INDUSTRIES, INC.

Rubbermaid
Commercial Products

WARE

netwatch

MOEN

**WINDOWS
& DOORS**

PROTEK
FIRE PROTECTION SYSTEMS

REXEL
ELECTRICAL SUPPLIES

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