



EXHIBITOR PROSPECTUS

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 PABFM 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*

THE PENNSYLVANIA 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 Hundreds 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.)*



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EXHIBITOR PROSPECTUS

BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

Every year, exhibitors report that PABFM 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!

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EXHIBITOR PROSPECTUS

BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

Academia Antonia Alonso
Albright College
Alico
Alpha and Omega Semiconductor
Alterra Property Group
American Cancer Society
Apis Services
Aramark
Arden Group
AWC
Bancroft
BAYADA
Bayhealth
BCIU
Best Egg
BET Investments
Bethany Wesleyan Church
Bethlehem Catholic High School
Binswanger
BioSpectra
Bonduelle Fresh Americas
Boys & Girls Clubs of Mercer County
BrandPoint Services
Brandywine Heights Area School District
Brentwood
Bristol-Myers Squibb
Burlington
C&S Wholesale Grocers
Cameron & Associates
Capital Health
CareOne
CBIZ
CCL
Chelten House
Chewy
Child Guidance Resource Centers
Children's Hospital of Philadelphia
Children's Place
ChristianaCare
Citadel Federal Credit Union
City Fitness
City Line Capital

City of Allentown
City of Philadelphia
Clemens Food Group
Cofco
College of New Jersey
Community Health Systems
Conifer Realty
CORE Foodservice
County of Berks
CQ Medical
Crayola
Crothall Healthcare
Cuba Libre Restaurant
Datwyler Holding Inc.
Delaware County Community College
Delaware County Literacy Council
Delaware Historical Society
Delaware Park
Delaware State Bar Association
Delaware State University
Delaware Technical Community College
Delaware Valley Community Health
Design Pro Development
Devereux Advanced Behavioral Health
DLP Capital
Dorman Products
Dorney Park & Wildwater Kingdom
Drexel University
Duane Morris
Duke University
Elliott-Lewis
Elwyn
Erickson Senior Living
Essential Utilities
EthosEnergy
ETS
Executive Education Academy Charter
School
Extra Space Storage
Fair Trade Outsourcing
Faithful Friends
Ferguson
Fortive
Free Library of Philadelphia

Freedom Mortgage
Future Care Health Services
Gaudenzia
Genus Lifesciences
Glenmede Trust Company
Glovis
GMH Communities Trust
Goldbelt
Grant Facility Management
Greater Philadelphia YMCA
Greene Towne Montessori School
Gwynedd Healthcare & Rehabilitation Center
Hatch
Haverford College
Hickman
Hikma Pharmaceuticals
Holts Cigar
IBM
Independent Physicians Medical Center
Inglis
InterState Commercial Real Estate
JC BAR Properties
Jefferson Health
JMT
Johns Hopkins Medicine
Kaiserman
Kennedy Cellars
Kennett Consolidated School District
Lafayette College
Lakeside
Lehigh Carbon Community College
Lenape Valley Foundation
Lincoln University
Linder Industrial Machinery
Lockheed Martin
Love My Doggy Day Care
MAG
Mann Center for the Performing Arts
Mastery Schools
MB Research Laboratories
Merck
Metropolitan Management



EXHIBITOR PROSPECTUS

Moravian University
Morgan Properties
MRA Group
Neshaminy High School
NewCourtland Senior Services
New Life Bible Fellowship Church
NewRez
Northampton Community College
Northside Center for Child Development
Nourse Farms
OCF Realty
Olympus America
Open Connections
OpEx Solutions
Owen J. Roberts School District
PECO
Penn Color
Penn Foundation
Penn Medicine
Pennridge FISH Organization
Pennsylvania Institute of Technology
Penske
Penske Truck Leasing
Philadelphia Country Club
Philadelphia Cricket Club
Philadelphia Gas Works
Philadelphia Museum of Art
Philadelphia Parking Authority
Phoebe Ministries
PIDC
Piramal Pharma Solutions
Post Brothers
PowerSecure
Presby's Inspired Life
Princeton Friends School
Princeton Plasma Physics Laboratory
Princeton University
Purdue University
Quakertown Community School District
Remington & Vernick Engineers
Riddle Village
Rowan University
Safe Berks
Saint John Vianney Center

Saint Joseph's University
Salisbury Township School District
Salus University
Saucon Valley Country Club
Secant Group
SEI
SEPTA
Share Food Program
Sherute
SLM Facilities
South Central Transit Authority
Spring-Ford Area School District
Springside Chestnut Hill Academy
St. Anne's Episcopal School
Starr Restaurants
State of New Jersey
Stockton Real Estate Advisors
Stockton University
Stoltz Management
Sunrise Senior Living
Swarthmore College
Target
TELA Bio
Temple University
Temple University Health System
Terumo Medical Corporation
The Baldwin School
The Highlands at Wyomissing
The Hill School
The Innovation Space
The Manor at York Town
The McKee Group
The Michaels Organization
The School District of Philadelphia
The Visiting Nurse Association of Greater Philadelphia
Thomas Foods USA
Thomas Jefferson University
Threshold Rehabilitation Services
To-Jo Mushrooms
Touchstone Theatre
Tower Health
Trinity School of Durham and Chapel Hill
Trucco

TSI
Turn 14 Distribution
Unionville-Chadds Ford School District
Universal Health Services
University of Delaware
University of North Carolina at Chapel Hill
University of Pennsylvania
Upper Chichester Township
Upper Dublin School District
US Facilities
US Foods
USANA
USLI
Vanguard
Vantage Point Retirement Living
Verizon
Vertex
Viant Medical
Viatrix
Villanova University
Vincent Sinkule
Wallingford-Swarthmore School District
Wesley Enhanced Living
West Chester Area School District
West Chester University
West Deptford High School
West Nottingham Academy
Whitesell
Wills Eye Hospital
Wilmington Friends School
WSFS Bank

AND HUNDREDS MORE!

www.PABFM.org

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://pabfm.org/wp-content/uploads/2023/08/top-50-campaign-template-all-shows.pdf>



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



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EXHIBITOR PROSPECTUS

YOU CAN COUNT ON US

For over 20 years we have provided 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...



The Pro Expos team has a great handle on how to run this show. I have participated in this show for many years and find it to be the most well run, professional event of all. It is heavily promoted and very well executed. Communication is the key to what I do, and this crew keeps me in the loop as to the smallest details of each upcoming show. They also follow up with attendee lists after the show very efficiently.

A key to our success at this show is the quality of the attendees. One of our salespeople reports that one of his largest volume customers was an attendee at last year's show. You can't ask for anything more than this!



DENNIS F.

SALES MANAGER

THE GRANITE GROUP WHOLESALERS



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



JEFF V.

SALES DIRECTOR

INSTANT POWER CORPORATION

www.PABFM.org



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EXHIBITOR PROSPECTUS



I was an Exhibitor and I can say that the day I was there it was the best show I've participated in in the last 6 years. I saw EVERYONE that I needed to see and there was a lot of activity at our booth. It was a very good show and conference for us overall.



MICHAEL D.

SALES DIRECTOR
CM3 BUILDING SOLUTIONS



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



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.



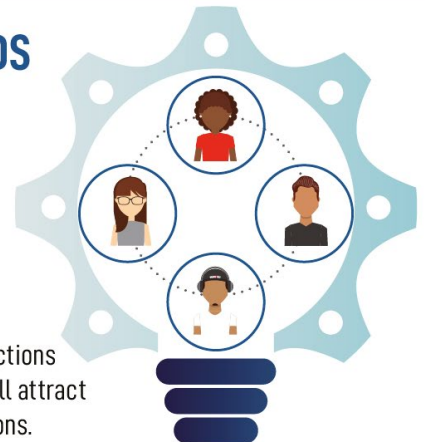
81%

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

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™



nationalgrid

K.M. Facility Services, LLC

MOHAWK INDUSTRIES, INC.

Rubbermaid
Commercial Products

Q

Schindler netwatch

WEBB
F.W. WEBB COMPANY

MOEN

Pella 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