

**Exhibitor Fact Sheet and Budget Planner**

**Cost**

Booth Fee  
**\$3,550**

BOMA Member  
 Discounted Price  
**\$3,400**

BOMA National Associate  
 Member Discounted Price\*  
**\$3,050**

Fees listed above are 10' x 10'  
 or 100 sq. ft. booth space.  
**Premium Charge:**  
 \$100 per 100 sq. ft. for an  
 island, a corner or a booth  
 facing the end of an aisle.

\*For 2017 all Nashville, Knoxville,  
 Chattanooga and Memphis BOMA  
 members qualify for the National  
 Associate Member Discount.

**Information**

This information is intended to help you plan your marketing and tradeshow budget for 2017. If you need more information, or would like to reserve your booth space, please contact **Vicki Cummins** at **888-777-6956/856-429-0100** or **vcummins@showmgmt.com** or visit **www.BOMAConference.org**.

**Ask about our special pavilion package pricing for the Technology Pavilion and Green Pavilion**

The commercial real estate industry's premier education and networking event and most comprehensive tradeshow. This is the tradeshow that provides innovative solutions for property managers who work in every type of building. It's all here at BOMA International's Annual Conference & Expo.

**Exhibit Hours**

Sunday, June 25.....	<b>3:00 pm – 6:00 pm</b>
Monday, June 26.....	<b>10:30 am – 2:00 pm</b>
Tuesday, June 27.....	<b>10:30 am – 2:00 pm</b>

Music City Center – Downtown Nashville, TN

The commercial real estate professionals who attend BOMA International's Annual Conference & Expo have tremendous authority and buying power...

- 88% of attendees manage multiple buildings—and of that total 35% manage more than 20 buildings each.
- 60% of attendees spend more than \$1 million annually on building products and services.
- 95% of attendees are responsible for more than 100,000 square feet of commercial space—53% are responsible for more than one million square feet.
- Of the 53% of attendees managing more than one million square feet, 66% are actually responsible for at least twice that amount.

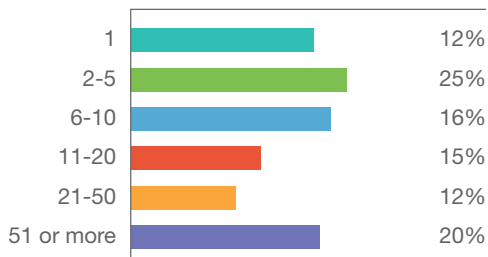
Statistics based on attendee demographics from the 2016 BOMA International Annual Conference & Expo

Produced by BOMA International and *BUILDINGS*, BOMA International's Annual Conference & Expo is your one ticket to two powerful audiences—BOMA members and *BUILDINGS* subscribers.

- BOMA International serves more than 16,500 members.
- BOMA members own or manage more than 9 billion square feet of commercial space, including medical, industrial, mixed-use, and more than 80% of prime office space in the U.S.
- *BUILDINGS* serves an audience of more than 102,000.
- *BUILDINGS* subscribers own and/or manage 5 million buildings.

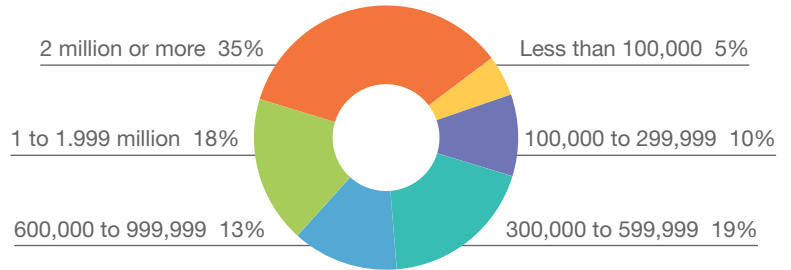


# 2016 Attendee Demographics

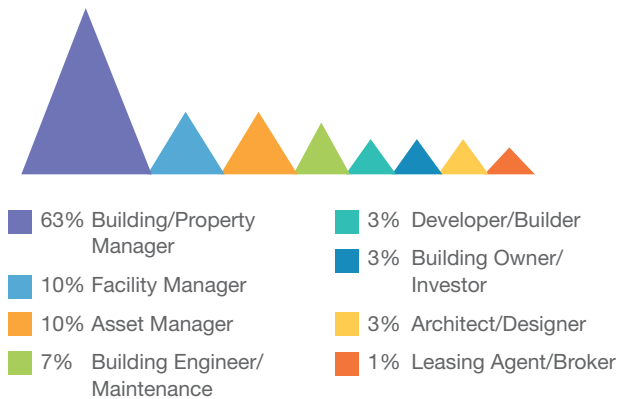


88% of attendees manage multiple buildings—and of

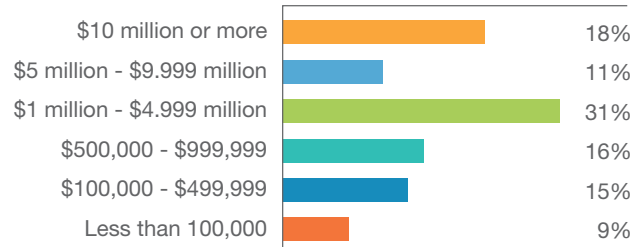
## AMOUNT OF SQUARE FOOTAGE PERSONALLY MANAGED



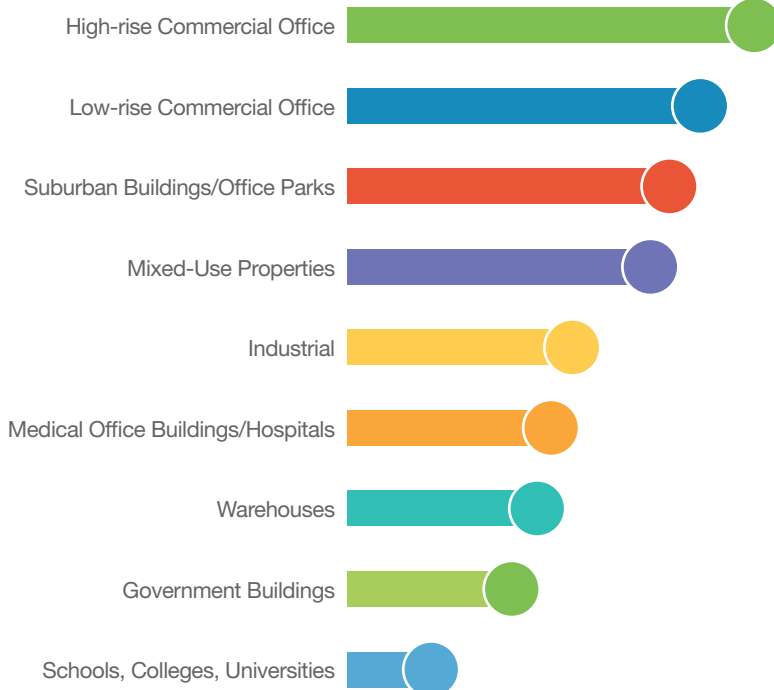
## ATTENDEE OCCUPATIONS



## ANNUAL SPENDING ON BUILDING PRODUCTS & SERVICES



60% of attendees spend more than \$1 million annually on



Attendees represent multiple building types.

*"BOMA is well-known as the best place to go to see what new products and services are available."*

**Joan Wiacek**  
Property Manager – The Wanamaker Building

*"We've been participating in the BOMA show for five years now, and see the value in this event and organization. People are looking for us and are asking if we are going to be at BOMA, so we definitely continue to come to maintain those relationships and build new ones."*

**Jillayne Schober**  
Corporate Events Planner – Daikin Applied

*"I would definitely recommend exhibiting at BOMA to another vendor, especially if they're looking for decision makers in facilities, operation managers and such, really the people who you are looking to create vendor relationships with."*

**Eric Harting**  
Energy Engineer – Siemens Industry, Inc.