

EXHIBITOR AND SPONSORSHIP **PROSPECTUS**



“One Sure Way to
Stand Out”



“Let’s Talk Benefits—
You’ll Score Big Ones”



“It Features the
**Best Players in
the Game**”



“**Unbelievable
Tried-and-True
Marketing Tools**”

**THE BEST SHOW FOR EXHIBITING
WITH DECISION MAKERS WHO BUY.**

BOMA 2019

INTERNATIONAL CONFERENCE & EXPO
Presented by BOMA International and *BUILDINGS*

JUNE 22-25 | SALT LAKE CITY, UT
EXPO DATES: JUNE 23-24

MASON BODIE, SENIOR PROPERTY MANAGER, STREAM REALTY PARTNERS, ORANGE COUNTY, CA

PAST EXHIBITORS KNOW:

This is Where Their Future Customers Are

Place your products and your company in front of an eager audience of prospective buyers. A booth at the 2019 BOMA International Expo allows you to...

Showcase your products and services in front of more than 1,800 customers and prospects.

Forge profitable relationships with senior executives and decision makers who have buying power.

Explore current trends and issues affecting your customers today—BOMA's world-class education program covers it all.

Keep your rivals at bay. Your competitors will be here—don't let all the sales go to them.

“These are quality buyers. I see more decision makers here than at local conferences.”

Dan McLaughlin, Exhibitor
Director of Sales, Facility Solutions Group

TO LEARN MORE OR RESERVE YOUR BOOTH

contact Vicki Cummins at vcummins@showmgmt.com or 888-777-6956 / 856-429-0100

There's No Hiding Here

BIG OPPORTUNITIES TO STAND OUT AND GET NOTICED



TAKE CENTER STAGE

As an exhibitor you'll have an opportunity to deliver a presentation at the Solutions Showcase. This is an exclusive opportunity to connect directly with attendees and explain exactly how your company's products and services will help their properties.

Find out more at BOMAConference.org.

GET DOWN TO BUSINESS IN TWO EFFICIENT, PRODUCTIVE DAYS

For the second year, we've condensed the Expo hours to concentrate traffic on the show floor and make the most of your time.

SUNDAY, JUNE 23

12:30–5:30 pm

MONDAY, JUNE 24

10:30 am–2:30 pm

SCENE STEALERS: SMART AND GREEN



The **TECHNOLOGY PAVILION** showcases game-changing solutions—software, systems, data management platforms, business tools and more. Exhibit here if you sell tech products and services.



The **GREEN PAVILION** highlights all of the latest eco-friendly and energy-efficient products, services and technologies. A booth here targets property managers looking to reduce operating costs, meet sustainability goals and appeal to tenants.

**Pavilion space is limited.
Call today to reserve your spot.**

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THEY'RE AT IT AGAIN

Meet the Producers

BOMA International and *BUILDINGS*—two highly respected organizations in the CRE industry—work tirelessly behind the scenes to make sure you have a productive, profitable experience at BOMA International's Conference & Expo.



The **Building Owners and Managers Association (BOMA) International** is a federation of 88 BOMA U.S. associations and 18 international affiliates. Founded in 1907, BOMA represents the owners and managers of all commercial property types including nearly 10.5 billion square feet of U.S. office space that supports 1.7 million jobs and contributes \$234.9 billion to the U.S. GDP. Its mission is to advance a vibrant commercial real estate industry through advocacy, influence and knowledge.



The **BUILDINGS** media group disseminates information about commercial building development, management and operations, and products and services needed to support commercial and public properties. Through its 14 media channels, it reaches more than 102,000 building owners and professional facilities managers.

“This is our first year at BOMA. We’ve absolutely seen high-quality attendees. We were surprised that almost everyone stopping by could be a future customer, if they aren’t one already.”

Jake Irey, Exhibitor
Business Development, Foodsby

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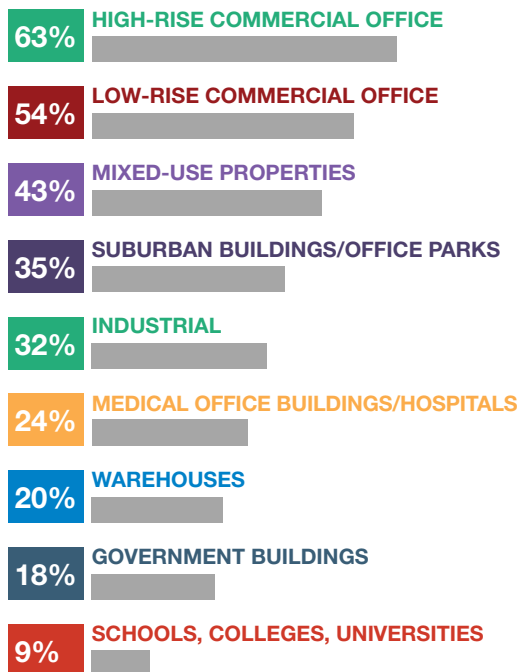
contact Vicki Cummins at vcummins@showmgmt.com or 888-777-6956 / 856-429-0100

Seeing Stars: This A-List Cast Won't Disappoint

BOMA attendees are high-level decision makers—61% control annual budgets of over \$1 million for building products and services. Here's a preview of who you'll meet.

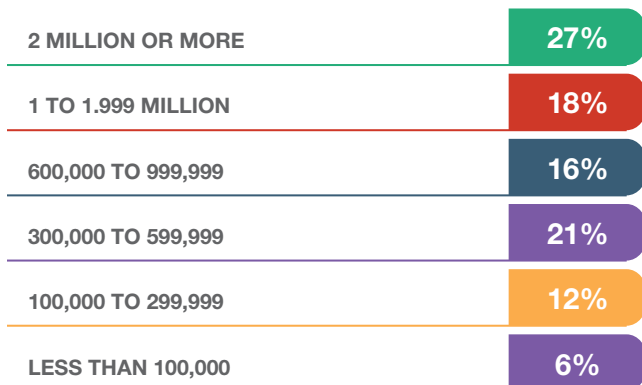
TYPES OF BUILDINGS MANAGED

BOMA brings together every sector of commercial real estate, including the fast-growing industrial market. Your exhibit booth reaches them all, from major national companies to small, specialized organizations.



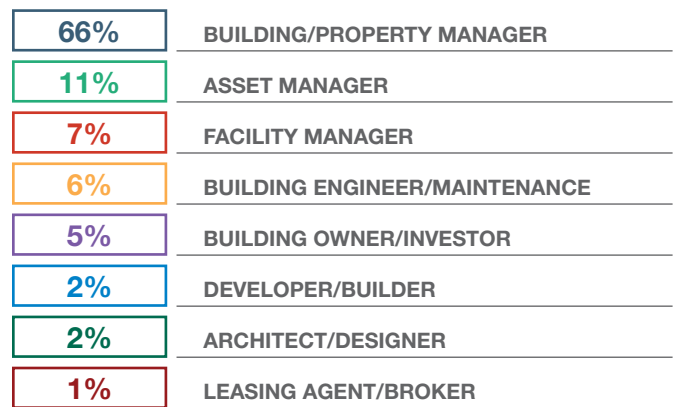
SQUARE FOOTAGE MANAGED

94% of attendees manage more than 100,000 square feet of commercial space, and 45% are responsible for more than 1 million square feet.



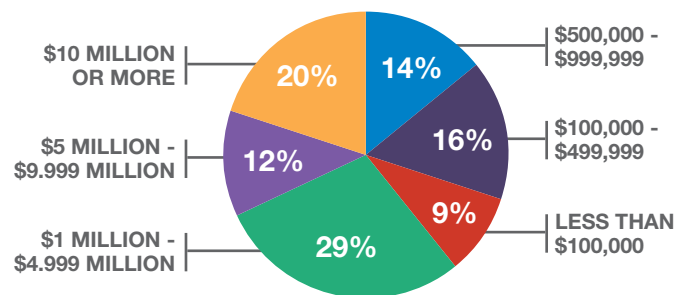
ATTENDEE JOB ROLES

BOMA attracts property professionals from across the industry who are looking for new solution providers.



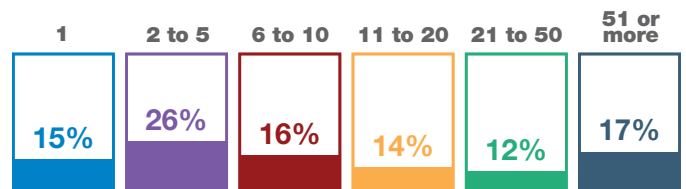
ANNUAL SPENDING ON BUILDING PRODUCTS & SERVICES

This is the central marketplace for the \$40.8 billion commercial real estate industry, attracting decision makers with significant budgets and purchasing power.



NUMBER OF BUILDINGS MANAGED

BOMA attendees are looking for new solutions to implement across large portfolios—an impressive 85% manage multiple buildings.



How to **Make Your Business Stand Out** at The Most Anticipated Event of the Year

When you become a sponsor, you'll attract more attention, drive more traffic to your booth and position your company as an industry leader.

SPONSORSHIP OPPORTUNITIES



NETWORKING EVENTS

As a sponsor of BOMA's networking events, your company will make a memorable impression through branded signage, tickets, napkins and more.



EDUCATION PRESENTATIONS

Sponsor a top-quality education program to align your company with a specific topic and be seen as an expert resource for the industry.



CONFERENCE SERVICES

High-visibility branding opportunities include: registration bags, attendee badges, the conference directory, internet kiosks, the conference app, hotel key cards, show signage and more.

SPONSORSHIPS

INCLUDE Platinum, Gold, Silver and Bronze levels and start as low as \$2,500.

Let's work together to customize your own unique package!

EXCLUSIVE SPONSOR BENEFITS

Year-round visibility with BOMA's influential membership in directories and pre-conference promotions and on the popular BOMA conference website.

Top-line recognition at the 2019 BOMA International Conference & Expo, including sponsor banners, a plaque for your booth, sponsor ribbons for staff badges, and more.

Exhibit booth discounts and first preference, including extra priority points for earlier booth selection and waivers on premium booth charges for 2020.

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EXCLUSIVE:

The Secret to Boosting Your ROI

Our aggressive marketing and promotional program helps you get the word out and ensures a maximum return for your show investment. Use these time-tested tools to broadcast information, reach more prospects and persuade them to buy from you.

COMPLIMENTARY ATTENDEE MAILING LISTS

to help you market your company to BOMA participants before, during and after the show.

ACCESS TO INDUSTRY PRESS CONTACTS and an onsite press room to distribute your press kits.

EXHIBITOR WORKSHOP where you'll learn tips and strategies for effectively connecting with the BOMA audience.

CUSTOMIZABLE EMAIL TEMPLATES to invite your customers and prospects to visit your BOMA exhibit booth.

ONLINE RESOURCES including sample social media posts, email signatures, banner ads, action bulletins, checklists and more.

COMPLIMENTARY LISTING in the official Conference Directory and Show Guide, and in the Conference Mobile App.

BOOTH FEES

Non-Member Price: \$3,650

BOMA Member Price: \$3,500

BOMA National Associate Member Price*: \$3,150

Fees are per 10'x10' booth space (100 sq. ft.)

Premium Location: \$100 per 100 sq. ft. for an island, a corner or a booth facing the end of an aisle; \$250 per 100 sq. ft. for space in the Green and Technology Pavilions.

50% deposit required at time of application. Payment is due in full by January 31, 2019. Prices are subject to increase on January 1, 2019.

*Regional Discount: BOMA Utah, BOMA Idaho and BOMA Nevada qualify for the National Associate Member Price.

A STANDARD BOOTH INCLUDES...

- 8' tall back drape and 3' tall side drape
- Sign indicating company name and booth number. Carpet is not provided (except for booths in the Green and the Technology Pavilion) and is required
- Two full BOMA International Conference & Expo registrations per 100 sq. ft. of booth space
- Unlimited exhibitor badges for booth staff
- Pre-registered attendee mailing list before the show
- Final attendee mailing list after the show

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Spoiler Alert:

What's in Store for 2019

Commercial real estate professionals come together once a year to seek out new solutions and meet manufacturers, suppliers and service providers who can help them better manage their properties, increase NOI and ROI, improve asset value and attract and retain tenants. With a booth here, you'll target the entire industry, all in one place.

MOUNTAINS OF SALES POTENTIAL IN UTAH

Salt Lake City and its booming commercial real estate market form the perfect backdrop for the industry's most important annual event. Meet your buyers at the Salt Palace Convention Center, conveniently located downtown within walking distance from unique attractions and a variety of entertainment and dining options.

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MANAGED BY:

Show Management Solutions, Inc.
230 Kings Highway East, Suite 335
Haddonfield, NJ 08033
p: 888-777-6956 f: 856-494-1660



Buyers from these companies attended in 2018:

Avison Young
BioMed Realty
Boeing Company
Boston Properties
Brandywine Realty Trust
Brookfield Properties Inc.
CBRE
City Of Charlotte
City of Kansas City, MO
City of San Diego
Colliers International
Columbia Property Trust
CommonWealth Partners, LLC
Cousins Properties, Inc.
Crescent Real Estate
Cushman & Wakefield
DCT Industrial
Duke Realty
First Industrial Realty Trust
Gaedeke Group, Inc.
Gemini Rosemont
Healthcare Realty
Hillwood Properties
Hines
Howard Hughes Corporation
Intermountain Healthcare
JLL
Kidder Mathews
LBA Realty
Liberty Property Trust
Lillibridge Healthcare Services
Lincoln Harris
Lincoln Property Company
MBRE Healthcare
Millrock Management
Newmark Knight Frank
Oakland University
Oracle Corporation
Paramount Group Inc.
Parmenter Realty Partners
Physicians Realty Trust
Piedmont Office Realty Trust
PM Realty Group
Prologis
REALTERM
REDICO
Shorenstein Realty Services, L.P.
Stream Realty
Target Corporation
The Muller Company
The RMR Group, LLC
Tishman Speyer Properties
Transwestern
Unico Properties
U.S. General Services Administration (GSA)
USAA Real Estate Company
Utah Property Management Associates
Zeller Realty Group

...and hundreds more

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