Exhibitor Fact Sheet and Budget Planner

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 23 .................................................. 12:30 - 5:30 pm
Monday, June 24 .................................................. 10:30 am - 2:30 pm

Salt Palace Convention Center - Salt Lake City, Utah

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

• 85% of attendees manage multiple buildings—and of that total 50% manage more than 10 buildings each.
• 61% of attendees spend more than $1 million annually on building products & services.
• 94% of attendees are responsible for more than 100,000 square feet of commercial space—45% are responsible for more than one million square feet.
Of that 45%, 60% are actually responsible for at least twice that amount.

Information
This information is intended to help you plan your marketing and tradeshow budget for 2019. 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

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 the 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.

Cost
Booth Fee
$3,700

BOMA Member Discounted Price
$3,550

BOMA National Associate Member Discounted Price*
$3,200

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 2019 all BOMA Utah, BOMA Idaho and BOMA Nevada members qualify for the National Associate Members Discount.
2018 Attendee Demographics

**SQUARE FOOTAGE PERSONALLY MANAGED**

- 2 MILLION OR MORE: 27%
- 1 TO 1.999 MILLION: 18%
- 600,000 TO 999,999: 16%
- 300,000 TO 599,999: 21%
- 100,000 TO 299,999: 12%
- LESS THAN 100,000: 6%

94% of attendees are responsible for more than 100,000 square feet of commercial space—54% are responsible for more than one million square feet. Of that 54%, 60% are actually responsible for at least twice that amount.

**ANNUAL SPENDING ON BUILDING PRODUCTS & SERVICES**

- $10 MILLION OR MORE: 20%
- $5 MILLION - $9.999 MILLION: 12%
- $1 MILLION - $4.999 MILLION: 29%
- LESS THAN $100,000: 9%
- $100,000 - $499,999: 16%
- $500,000 - $999,999: 14%

61% of attendees spend more than $1 million annually on building products & services.

**NUMBER OF BUILDINGS MANAGED**

- 1: 15%
- 2 to 5: 26%
- 6 to 10: 16%
- 11 to 20: 14%
- 21 to 50: 12%
- 51 or more: 17%

85% of attendees manage multiple buildings—and of that total 50% manage more than 10 buildings each.

**TYPES OF BUILDINGS MANAGED**

- HIGH-RISE COMMERCIAL OFFICE: 63%
- LOW-RISE COMMERCIAL OFFICE: 54%
- MIXED-USE PROPERTIES: 43%
- SUBURBAN BUILDINGS/OFFICE PARKS: 35%
- INDUSTRIAL: 32%
- MEDICAL OFFICE BUILDINGS/HOSPITALS: 24%
- WAREHOUSES: 20%
- GOVERNMENT BUILDINGS: 18%
- SCHOOLS, COLLEGES, UNIVERSITIES: 9%

**ATTENDEE OCCUPATIONS**

- BUILDING/PROPERTY MANAGER: 66%
- ASSET MANAGER: 11%
- FACILITY MANAGER: 7%
- BUILDING ENGINEER/MAINTENANCE: 6%
- BUILDING OWNER/INVESTOR: 5%
- DEVELOPER/BUILDER: 2%
- ARCHITECT/DESIGNER: 2%
- LEASING AGENT/BROKER: 1%

**Testimonials**

- *I come to the expo because that’s where I know I’ll find the newest and greatest technologies in the industry.*
  
  Emily Henderson, Attendee
  Lillibridge Healthcare Services

- *We were really impressed by how everything was organized from start to finish. This is our first year exhibiting and we’ve had some great leads and contacts that will ultimately result in great business.*
  
  Adam Capps, Exhibitor
  ACS Commercial Roofing & Waterproofing

- *We keep coming back for the connections and the sales. So in that way BOMA pays for itself and we always get leads to build on.*
  
  Ken Viglio, Exhibitor
  Corporate Fitness Works

2018 BOMA International Annual Conference & Expo demographic data is based on information provided by respondents at time of registration. © 2018 Office Building Show, LLC