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 28 12:30 - 5:30 pm
Monday, June 29 10:30 am - 2:30 pm

Pennsylvania Convention Center - Philadelphia, PA

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

• 87% of attendees manage multiple buildings—and of that total 53% manage more than 10 buildings each.
• 63% of attendees spend more than $1 million annually on building products & services.
• 95% of attendees are responsible for more than 100,000 square feet of commercial space—48% are responsible for more than one million square feet.

Of that 48%, 60% are actually responsible for at least twice that amount.

Statistics based on attendee demographics from the 2019 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 10.5 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 93,040.
• BUILDINGS subscribers own and/or manage 5.3 million buildings.

Ask about our special pavilion package pricing for the Technology, Green and Industrial Pavilions.
2019 Attendee Demographics

SQUARE FOOTAGE PERSONALLY MANAGED

<table>
<thead>
<tr>
<th>Square Footage</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>2 Million or More</td>
<td>29%</td>
</tr>
<tr>
<td>1 to 1.999 Million</td>
<td>19%</td>
</tr>
<tr>
<td>600,000 to 999,999</td>
<td>16%</td>
</tr>
<tr>
<td>300,000 to 599,999</td>
<td>19%</td>
</tr>
<tr>
<td>100,000 to 299,999</td>
<td>12%</td>
</tr>
<tr>
<td>Less than 100,000</td>
<td>5%</td>
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NUMBER OF BUILDINGS MANAGED

<table>
<thead>
<tr>
<th>Number of Buildings</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>1</td>
<td>13%</td>
</tr>
<tr>
<td>2 to 5</td>
<td>26%</td>
</tr>
<tr>
<td>6 to 10</td>
<td>15%</td>
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<tr>
<td>11 to 20</td>
<td>15%</td>
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<tr>
<td>21 to 50</td>
<td>13%</td>
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<tr>
<td>51 or more</td>
<td>18%</td>
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</tbody>
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Types of Buildings Managed

- High-Rise Commercial Office: 59%
- Low-Rise Commercial Office: 53%
- Mixed-Use Properties: 46%
- Suburban Buildings/Office Parks: 34%
- Industrial: 32%
- Warehouses: 25%
- Medical Office Buildings/Hospitals: 24%
- Corporate Facilities: 22%
- Government Buildings: 17%
- Schools, Colleges, Universities: 11%

Annual Spending on Building Products & Services

- $10 Million or More: 20%
- $5 Million - $9.999 Million: 11%
- $1 Million - $4.999 Million: 32%
- $500,000 - $999,999: 18%
- $100,000 - $499,999: 11%
- Less than $100,000: 8%

63% of attendees spend more than $1 million annually on building products & services

Attendee Occupations

- Building/Property Manager: 63%
- Facility Manager: 11%
- Asset Manager: 9%
- Building Engineer/Maintenance: 5%
- Building Owner/Investor: 5%
- Developer/BUILDER: 3%
- Architect/Designer: 2%
- Leasing Agent/Broker: 2%

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87% of attendees manage multiple buildings—and of that total 53% manage more than 10 buildings each.

This is our first year at BOMA and it’s going very well; we’re having a good time and having great conversations. I’ve enjoyed the crowd and been really impressed."

Dennis Downer, Exhibitor
Douglas Parking

Our goal when we came here was spreading awareness and meeting people. So far at BOMA we’ve met a lot of new clients, lots of great opportunities for our company."

Benjamin Paredes, Exhibitor
Tecta America

We had a specific purpose and wanted to speak to a very specific target market at BOMA. This conference was a great place to come and talk to many people. We came here for market validation and this gives us the access to talk to a lot of people and ask prequalified questions."

Rag Hanuma
Eleven-X