Exhibitor Fact Sheet and Budget Planner

The commercial real estate industry’s premier education and networking event and most comprehensive tradeshow, providing innovative solutions for property managers who work in every type of building. It’s all here at BOMA International’s Conference & Expo.

**Exhibit Hours**

- Monday, July 19 12:30 - 5:30 pm
- Tuesday, July 20 10:30 am - 2:30 pm

Boston Convention & Exhibition Center - Boston, MA

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

- 75% of attendees manage multiple buildings—and of that total 51% manage more than 10 buildings each.
- 60% 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—48% are responsible for more than one million square feet. Of that 48%, 58% are actually responsible for at least twice that amount.

Statistics based on attendee demographics from the 2020 BOMA International Conference & Expo

Produced by BOMA International and BUILDINGS, BOMA International’s 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 188,700.
- BUILDINGS recipients own and/or manage 18 million buildings.

**Cost**

- Booth Fee $3,800
- BOMA Member Discounted Price $3,650
- BOMA National Associate Member Discounted Price** $3,300

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.

*Prices are subject to increase starting January 1, 2021

**For 2021, all local members of BOMA Local Associations in Boston, Connecticut and New York qualify for the NAM discount.

**Information**

This information is intended to help you plan your marketing and tradeshow budget for 2021. 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 and Green Pavilions.
2020 Attendee Demographics

### SQUARE FOOTAGE PERSONALLY MANAGED

<table>
<thead>
<tr>
<th>Square Footage Range</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 Million or More</td>
<td>28%</td>
</tr>
<tr>
<td>1 to 1.999 Million</td>
<td>20%</td>
</tr>
<tr>
<td>600,000 to 999,999</td>
<td>16%</td>
</tr>
<tr>
<td>300,000 to 599,999</td>
<td>20%</td>
</tr>
<tr>
<td>100,000 to 299,999</td>
<td>10%</td>
</tr>
<tr>
<td>Less than 100,000</td>
<td>6%</td>
</tr>
</tbody>
</table>

94% 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%, 58% are actually responsible for at least twice that amount.

### NUMBER OF BUILDINGS MANAGED

<table>
<thead>
<tr>
<th>Number of Buildings</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>25%</td>
</tr>
<tr>
<td>2 to 5</td>
<td>24%</td>
</tr>
<tr>
<td>6 to 10</td>
<td>13%</td>
</tr>
<tr>
<td>11 to 20</td>
<td>12%</td>
</tr>
<tr>
<td>21 to 50</td>
<td>11%</td>
</tr>
<tr>
<td>51 or more</td>
<td>15%</td>
</tr>
</tbody>
</table>

75% of attendees manage multiple buildings—and of that total 51% manage more than 10 buildings each.

### ANNUAL SPENDING ON BUILDING PRODUCTS & SERVICES

- $10 Million or More: 19%
- $5 Million to $9.999 Million: 12%
- $1 Million to $4.999 Million: 29%
- Less than $1 Million: 9%
- $500,000 to $999,999: 15%
- $100,000 to $499,999: 16%

60% of attendees spend more than $1 million annually on building products & services.

### TYPES OF BUILDINGS MANAGED

- High-Rise Commercial Office: 38%
- Low-Rise Commercial Office: 27%
- Suburban Buildings/Office Parks: 23%
- Mixed-Use Properties: 22%
- Industrial: 18%
- Warehouses: 16%
- Medical Office Buildings/Hospitals: 10%
- Corporate Facilities: 10%
- Government Buildings: 8%
- Schools, Colleges, Universities: 5%
- Retail: 1%

### ATTENDEE OCCUPATIONS

- Building/Property Manager: 69%
- Asset Manager: 8%
- Building Engineer/Maintenance: 6%
- Building Owner/Investor: 5%
- Facility Manager: 5%
- Developer/Builder: 3%
- Architect/Designer: 2%
- Leasing Agent/Broker: 2%

2020 BOMA International Conference & Expo demographic data is based on information provided by respondents at time of registration. © 2020 Office Building Show, LLC