

BOMA 2022

INTERNATIONAL CONFERENCE & EXPO
Presented by BOMA International and BUILDINGS

JUNE 25-28 | NASHVILLE, TN
EXPO DATES: JUNE 26-27

EXHIBITOR PROSPECTUS

NOW

LET'S GET DOWN TO BUSINESS

This is it — the new era of work has arrived. Flexible practices, exciting innovations and shifting occupant expectations are causing commercial real estate professionals to seek out new products and services, and they're looking for partners like you. Make the most of this moment of opportunity by showcasing your solutions at the 2022 BOMA International Expo, the event trusted by the global CRE community.

AS A BOMA 2022 EXHIBITOR, YOU WILL:

- Get your company in front of senior executives and other decision-makers from across the industry
- Learn about the industry issues that are top-of-mind for your target audience
- Demonstrate how your solutions can help your clients and prospects overcome their specific challenges
- Show buyers what your products can do at the BOMA Expo
- Access exclusive sponsorships proven to elevate your brand

Tap into the power of NOW | BOMAconference.org/exhibit

EXPERIENCES THAT CREATE OPPORTUNITIES FOR MORE LEADS



Meet with clients and prospects in a relaxed atmosphere at the **BOMA NETWORKING ZONE**. This is the place to build relationships and share ideas in an impromptu, casual way.



Put your products and services in context for the BOMA audience by presenting a **SOLUTIONS SHOWCASE**. Feature a real-life case study, and you'll help your potential customers understand how you can help them save money, improve operational performance, boost asset value and increase occupant satisfaction. Timeslots are limited and only exhibitors may apply.



Sponsor the highly anticipated **SPEAKER HUB**, where CRE professionals can gather to learn and discuss today's hot topics with industry experts.

STAND OUT IN SPECIALTY ZONES

By exhibiting in these areas, you'll position your company as a leader in your space — and reach professionals who are actively searching for solutions like yours.



Is cutting-edge building tech your bread and butter? Then the **Technology Pavilion** is the place for you.



If you provide services for warehouses, distribution centers, manufacturing facilities or similar properties, **Industrial Row** is where you belong.

BOMA + BUILDINGS

When two of the most highly respected organizations in CRE join forces, your opportunities grow. BOMA International and BUILDINGS are the big names behind the 2022 BOMA International Conference & Expo — which means you can expect to see the CRE leaders you've been wanting to meet, your current clients and exciting new prospects, all in one unbeatable environment.

BOMA Expo Hours

With an optimized, concentrated exhibit hall schedule, you'll spend your time on-site getting business done during exclusive, non-conflicting show hours.

Sunday, June 26	12:30–5:30 pm
Monday, June 27	10:30 am–2:30 pm

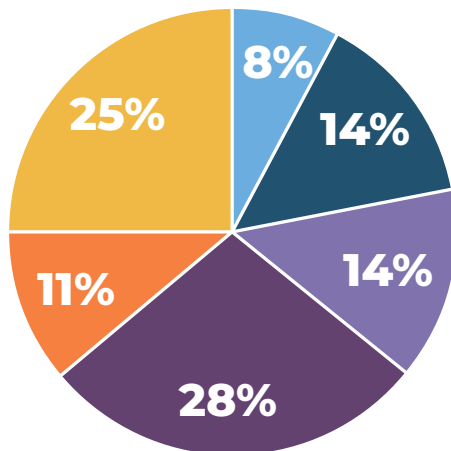
UPGRADE YOUR SALES STRATEGY TODAY

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

YOUR TIME TO CONNECT WITH KEY DECISION-MAKERS

The BOMA Conference & Expo has a longstanding reputation as the place where relationships are formed and deals are closed. As an exhibitor, you'll meet leaders from every sector of CRE — who come ready to buy.

ANNUAL SPENDING ON BUILDING PRODUCTS & SERVICES



- Less than \$100,000
- \$100,000 - \$499,999
- \$500,000 - \$999,999
- \$1 million - \$4.999 million
- \$5 million - \$9.999 million
- \$10 million or more

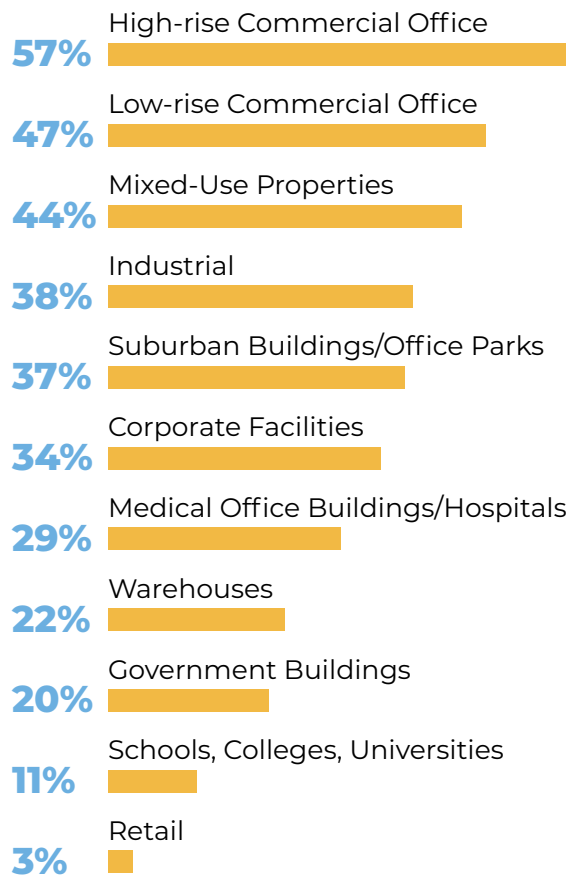
64% of attendees spend more than \$1 million annually on building products & services

72% of attendees are building, property or facility managers

94% of attendees are responsible for more than 100,000 sq. ft. of commercial space

55% of attendees are responsible for more than one million sq. ft. of commercial space

TYPES OF BUILDINGS MANAGED



87% of attendees manage multiple buildings—and of that total 58% manage more than 10 buildings each

[Learn more](#) about BOMA attendees

STAND OUT WITH SPONSORSHIPS

Maximize your ROI with sponsorship options proven to enhance brand visibility and awareness.

NETWORKING EVENTS

Get in front of attendees at key moments through branded signage, tickets and more.

EDUCATION SESSIONS

Sponsor an education program focused on a specific topic to highlight your expertise and position your company as a valuable resource for the industry.

CONFERENCE SERVICES

Make an impact with branding opportunities including registration bags, attendee badges, conference WiFi, the conference mobile app, hotel key cards, show signage and more.

Choose from **Platinum, Gold, Silver and Bronze** sponsorships starting as low as \$3,000 — or get in touch with us to create a package customized for your specific goals!

EXCLUSIVE SPONSOR BENEFITS

Sponsorships open doors to major rewards, including:

Year-Round Visibility through BOMA directories, pre-conference promotions and on the BOMA conference website.

Increased Recognition on-site at BOMA 2022, through sponsor banners, booth signage, ribbons for staff badges and more.

Discounts and Higher Preference with booth selection. Earn priority points to select your space sooner and waiver of corner premium charges on 2023 exhibit space.

NOW IS THE TIME FOR A STRONGER SALES STRATEGY

Contact Vicki Cummins at vcummins@showmngmt.com

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EXHIBITOR SUPPORT THAT **MAKES AN IMPACT**

Our comprehensive marketing and promotional program provides support every step of the way — and ensures that you get the most value out of being a BOMA 2022 exhibitor.



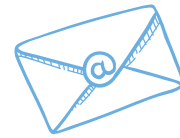
Complimentary Attendee Mailing

Lists to help you promote your presence to participants before, during and after the show.



Connections to Industry Press

Contacts to help you get your newest information into the right hands.



Customizable Email Templates

you can use to invite your customers and prospects to visit your booth, on the quick.



Online Resources and Tools including sample social media posts, email signatures, banner ads, action bulletins, checklists and more.



Free Company Listing on the event website and in the mobile app.

BOMA 2022 BOOTH FEES:

	Until Feb 1, 2022	Feb 2, 2022 – March 31, 2022	After March 31, 2022
Non-Member Price	\$3,850	\$3,900	\$3,950
BOMA Member Price	\$3,700	\$3,750	\$3,800
BOMA National Associate Member Price*	\$3,350	\$3,400	\$3,450

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 Technology Pavilion.

50% deposit required at time of application.

**For 2022 all Nashville, Knoxville, Chattanooga and Memphis BOMA members qualify for the National Associate Member Discount*

BOOTHS INCLUDE:

- 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 Technology Pavilion) and is required
- Two full Conference registrations per 100 sq. ft. of booth space
- Unlimited exhibitor badges for booth staff
- Complimentary pre-registered attendee mailing list before the show
- Complimentary final attendee mailing list after the show

NOW IS YOUR CHANCE TO CONNECT WITH TOP COMPANIES

Being part of the 2022 BOMA Expo puts you at the center of the CRE community at a critical moment for the industry. Get in front of professionals from companies like these, who attended in 2021, as they seek out industry partners to help them adapt to the new world of work, delight their occupants and make sure their properties are ready for NOW.

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| Avison Young | Crescent Real Estate | Lincoln Property Company | SL Green Realty Corp. |
| Billingsley Property Services | Cushman & Wakefield | Link Logistics Real Estate | The Muller Company |
| BioMed Realty Trust | Duke Realty | MC Realty Group LLC | The RMR Group |
| Boston Properties | EastGroup Properties | Newmark | The Spectrum Companies |
| Brandywine Realty Trust | Gaedeke Group, Inc. | Paramount Group, Inc. | Tishman Speyer Properties |
| Bridge Commercial Real Estate | Gensler | Parmenter Realty Partners | Transwestern |
| Brookfield Properties | Healthcare Realty | Physicians Realty Trust | Trinity Partners |
| CBRE | Hines | Piedmont Office Realty Trust | Unico Properties |
| City of Boston | Holt Lunsford Commercial | Port of San Antonio | University of Michigan |
| City of Savannah | Howard Hughes Corporation | Prologis | University of Oklahoma |
| Colliers International | Kilroy Realty | Realterm | University of Pennsylvania |
| Columbia Property Trust | JLL | RiverRock Real Estate Group | USAA Real Estate |
| CommonWealth Partners, LLC | LBA Realty | Samsung Electronics Co. Ltd. | Watermark Property Group |
| Cousins Properties Inc. | Lillibridge Healthcare Services Inc. | Shorenstein Realty Services | Zeller Realty Group |
| | Lincoln Harris | Silverstein Properties Inc. | ...and hundreds more. |

NOW IT'S YOUR MOVE

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

COVID-19 STATEMENT

BOMA International is continually monitoring the information and guidance provided by the Centers for Disease Control and Prevention (CDC) and state and local public health officials. Our primary concern is the health and safety of our members and conference attendees. The BOMA Conference & Expo will incorporate and adhere to safety precautions put in place by the Music City Center, as well as local, state and federal regulations.

MANAGED BY:

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 Haddonfield, NJ 08033
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