

BOMA 2023

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

JUNE 24-27 | KANSAS CITY
EXPO DATES: JUNE 25-26

EXHIBITOR PROSPECTUS

GET IN FRONT OF **WHAT'S NEXT**

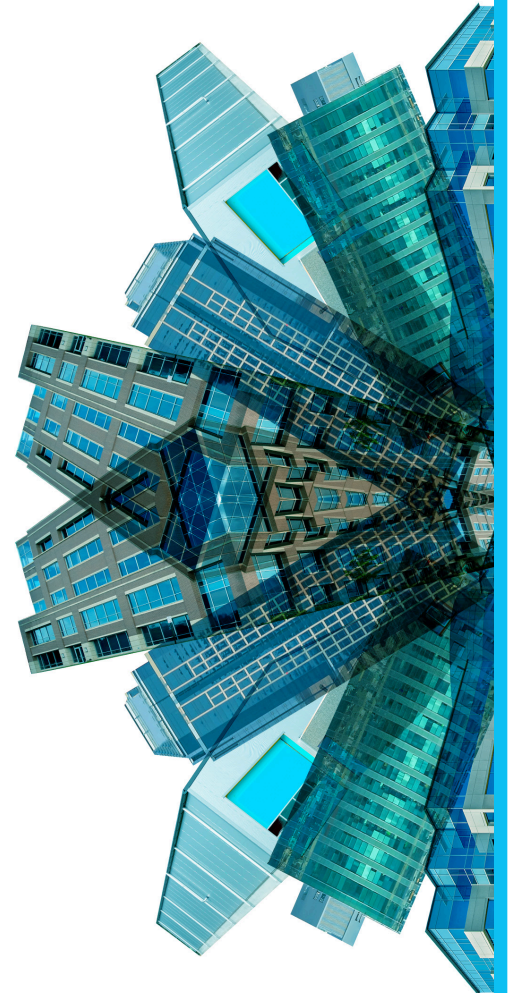
The new evolution of commercial real estate is here.

This is it – the new era of commercial real estate has arrived. Flexible practices, exciting innovations and shifting occupant expectations are causing commercial real estate professionals to seek out new products and services. 86% of our attendees manage multiple buildings, and of that total, 59% manage more than 10 buildings each – and they're looking for partners like you. Make the most of this opportunity by showcasing your solutions at the 2023 BOMA International Expo, the must-attend event trusted by the global commercial real estate community.

GET IN FRONT OF **KEY DECISION MAKERS**

When two of the most highly respected organizations in commercial real estate join forces, your opportunities grow.

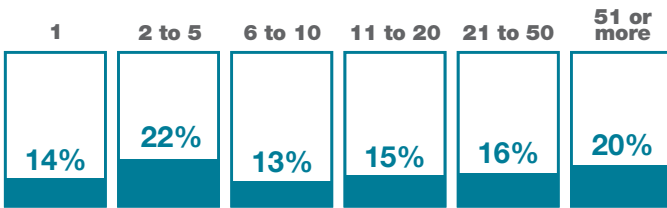
BOMA International and *BUILDINGS* are the big names behind the 2023 BOMA International Conference & Expo – which means you can expect to see commercial real estate leaders you've been wanting to meet, your current clients, and exciting new prospects, all in one unbeatable environment.



Get in front of key decision makers by contacting Vicki Cummins at vcummins@showmgmt.com or at 888-777-6956 / 856-429-0100 for more details on exhibiting at BOMA 2023.

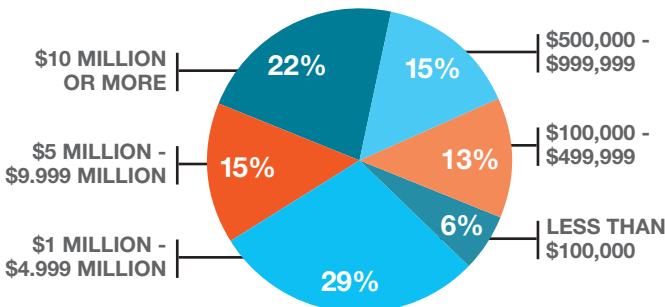
WHO ATTENDS BOMA, HOW MANY BUILDINGS DO THEY MANAGE, AND HOW MUCH DO THEY SPEND ON PRODUCTS AND SERVICES?

NUMBER OF BUILDINGS MANAGED



86% of attendees manage multiple buildings—and of that total 59% manage more than 10 buildings each

ANNUAL SPENDING ON BUILDING PRODUCTS & SERVICES

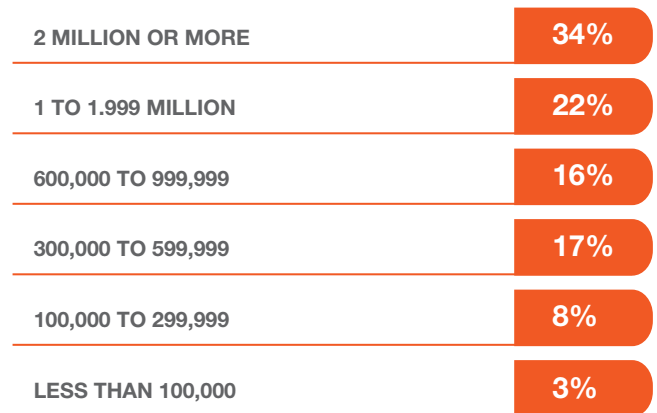


66% of attendees spend more than \$1 million annually on building products & services

ATTENDEE OCCUPATIONS

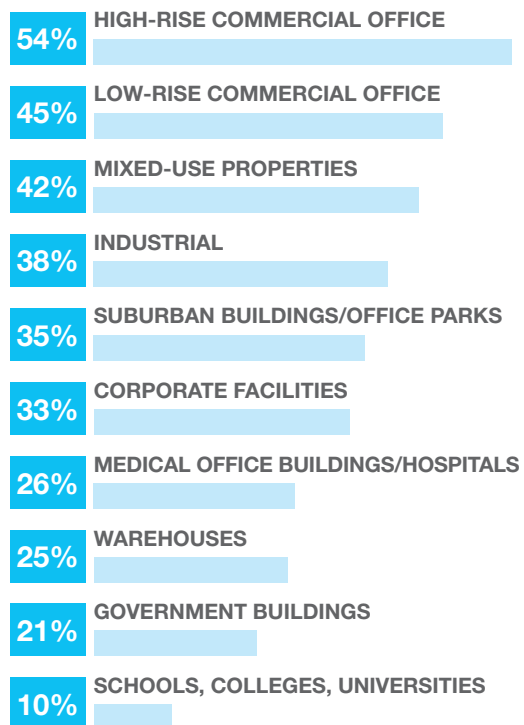
68%	BUILDING/PROPERTY MANAGER
9%	ASSET MANAGER
8%	FACILITY MANAGER
5%	BUILDING ENGINEER/MAINTENANCE
4%	DEVELOPER/BUILDER
3%	BUILDING OWNER/INVESTOR
2%	ARCHITECT/DESIGNER
1%	LEASING AGENT/BROKER

SQUARE FOOTAGE PERSONALLY MANAGED



97% of attendees are responsible for more than 100,000 square feet of commercial space—56% are responsible for more than one million square feet. Of that 56%, 61% are actually responsible for at least twice that amount.

TYPES OF BUILDINGS MANAGED



GET IN FRONT OF **YOUR AUDIENCE**

Exhibiting at BOMA 2023 places you directly in front of an audience ready to buy.

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 and key decision-makers from every sector of commercial real estate.

Just how much are they ready to buy?

The large majority of conference attendees **spend more than \$1M annually** on building products and services.

STAND OUT BY EXHIBITING IN SPECIALTY ZONES

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



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.

Exhibitor benefits 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, which includes the Welcome party and lunch in the Expo Hall
- Unlimited exhibitor badges for booth staff
- Complimentary pre-registered attendee mailing list before the show
- Complimentary final attendee mailing list after the show
- Permission to host hospitality events during designated hospitality hours

BOMA Expo Hours

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

Sunday, June 25 12:30–5:30 pm

Monday, June 26 10:30 am–2:30 pm

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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 2023 exhibitor.

Our support includes:



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 to quickly and easily invite your customers and prospects to visit your booth.




Free Company Listing both on the conference website and in the mobile app.





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

Plus, personalized support from experienced show management professionals.

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.

 And make sure to use your lunch tickets so you can capitalize on **lunch in the Expo Hall** during exhibit hours, an excellent opportunity to chat with, mingle and get to know real estate professionals. With 1,800+ attendees at the conference, you're sure to learn something new, make meaningful connections and meet new partners.

BOOTH FEES

	Before Jan. 1, 2023	Jan. 1, 2023 - Feb. 28, 2023	On or After March 1, 2023
Non-Member Price	\$3,950	\$4,000	\$4,050
BOMA Member Price	\$3,800	\$3,850	\$3,900
BOMA National Associate Member Price*	\$3,450	\$3,500	\$3,550

**Note that for 2023, all Kansas City, St. Louis and Wichita BOMA members qualify for the discounted National Associate Member price*

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GET IN FRONT OF TOP DECISION MAKERS

Being part of the 2023 BOMA Expo puts you at the center of the commercial real estate community at a critical moment for the industry. Meet with companies like these, who attended in 2022, and get in front of professionals 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 the future of commercial real estate.

2022 attending companies included:

Avison Young	Crescent Real Estate	LBA Realty	Ryan Companies US Inc.
Billingsley Property Services	Cushman & Wakefield	Lillibridge Healthcare Services Inc.	Shorenstein Realty Services
Boston Properties	Duke Realty	Lincoln Harris	SL Green Realty Corp.
Brandywine Realty Trust	EastGroup Properties	Lincoln Property Company	Stream Realty Partners
Bridge Commercial Real Estate	First Industrial Realty Trust	Link Logistics Real Estate	The Muller Company
Brookfield Properties	Gaedeke Group, Inc.	MC Realty Group LLC	The RMR Group
CBRE	GlenStar Asset Management, LLC	Newmark	Transwestern
City of Cincinnati	Healthcare Realty	Parmenter Realty Partners	Unico Properties
City of Miami	Hillwood Investment Properties	Physicians Realty Trust	University of Oklahoma
Colliers International	Hines	Piedmont Office Realty Trust	University of Pennsylvania
Columbia Property Trust	Holt Lunsford Commercial	Plymouth Industrial REIT	USAA Real Estate
CommonWealth Partners, LLC	Howard Hughes Corporation	Port of San Antonio	U.S General Services Administration (GSA)
COPT Property Management Services, LLC	JLL	Prologis	Zeller Realty Group
Cousins Properties Inc.	Kilroy Realty	Realterm	<i>...and hundreds more.</i>



Are you ready to grow your business by exhibiting at BOMA 2023?
 If so, complete our exhibit space contract and email it to
 Vicki Cummins at vcummins@showmgmt.com.

GET IN FRONT OF THE PACK

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

Sponsorships open doors to major rewards including year-round visibility, increased recognition and discounts with booth selection.

Choose from platinum, gold, bronze and silver packages to find an option that fits your budget and goals. Drive traffic to your booth and promote your position as an industry leader by sponsoring any or all of the following:

- networking events
- education presentations
- keynote sessions
- website and communications
- conference services

JOIN US IN KANSAS CITY

While you might have known that Kansas City is one of the most affordable cities in the US, did you know that it is also jam-packed with culture, breweries, barbeque and concert halls? Known as the City of Fountains, Kansas City hosts several highly-rated museums, such as the Nelson-Atkins Museum of Art, the Kemper Museum of Contemporary Art and the Nerman Museum of Contemporary Art, as well as well-known concert venues such as the Blue Room inside the American Jazz Museum. Make sure to make time outside of business to explore a city thrumming with creativity, games to catch and mouth-watering iconic midwestern dishes.

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MANAGED BY:

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