

# NEBFM2024 EXHIBITOR PROSPECTUS

## IT'S SIMPLE...

### **Meet Decision Makers in Your Region**

- Schools & Universities
- Hospitals & Healthcare Facilities
- Municipal & Government Buildings
- Commercial Buildings
- Hotels & Resorts
- Shopping Malls
- Manufacturing Facilities
- Multi-Family Housing Complexes
- Major Sports Facilities
- Warehouses
- Airports & Seaports
- Worship Facilities
- And More!

## **A BOOTH AT NEBFM ALLOWS YOU TO:**

- Meet Decision Makers with buying power in your industry
- Showcase your products, services, & solutions
- Reconnect with your current customers & invite your prospects
- Generate leads for years to come

## **THE NORTHEAST BUILDINGS & FACILITIES MANAGEMENT CONFERENCE**

Is strictly a commercial & industrial trade show & conference. High-level decision makers will be in attendance to see the newest products and services presented by hundreds of companies in the region. The scope of the conference is designed to attract the highest level of decision makers in Building, Facility, and Property management sectors. Providing the best opportunity for exhibiting companies to generate leads and drive business for years to come.

As an Exhibitor, You Will...



*Reach thousands of Building, Facility, & Property Managers in your region Face-to-Face*



*Create new relationships with Decision Makers who operate multi-million dollar budgets*



*Walk away with new leads to drive new business*



*Invite a specific group of VIP Clients/Prospects to see you exhibit*

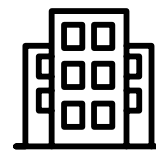


*Receive the FULL attendee lead list after the event (Name, Email, Phone, Job Title, Company, Address, etc.)*

# NEBFM2024 EXHIBITOR PROSPECTUS

## BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

Every year, exhibitors report that NEBFM draws leaders from every sector of commercial building & facility management. This year you'll meet top decision makers in your region looking for new solutions for their buildings!



- SCHOOLS & UNIVERSITIES
- HOSPITALS & HEALTHCARE FACILITIES
- MUNICIPAL & GOVERNMENT BUILDINGS
- COMMERCIAL BUILDINGS
- HOTELS & RESORTS
- SHOPPING MALLS
- MANUFACTURING FACILITIES

- MULTI-FAMILY HOUSING COMPLEXES
- MAJOR SPORTS FACILITIES
- WAREHOUSES
- AIRPORTS & SEAPORTS
- WORSHIP FACILITIES
- AND MORE!

*All Attendee types own, manage, or operate these facilities and manage multi-million dollar budgets!*

## ***JOB TITLES YOU'LL MEET...***

Facility Manager, **Building Manager**, Property Manager, **Facilities Manager**, Buildings Engineer, **Director of Facilities**, Buildings Operations Manager, **Building Owner**, Chief Engineer, **Design Engineer**, Electrical Engineer, **Maintenance Supervisor**, Industrial Engineer, **Purchasing Manager**, Mechanical Engineer, **Warehouse Manager**, Project Engineer, **Regional Facilities Manager**, National Facilities Manager, **Director of Properties**, Maintenance Manager, **Facility Supervisor**, Director of Buildings & Grounds, **Director of Maintenance**, Purchasing Director, **Manufacturing Manager**, Director of Engineering, & **More!**

# NEBFM2024 EXHIBITOR PROSPECTUS

## BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

AI Mass Property Management, Inc.,  
Advanced Grow Labs / Green Thumb Industries  
Affinity Realty  
American Institute for Economic Research  
American School for the Deaf  
American Science & Engineering  
Amherst College  
AT&T  
Autodesk  
Avantor Fluid Handling, LLC  
Bancroft School  
BARKAN Management  
Baron Industries, Inc.  
Beacon Health Options  
Belmont Country Club  
Bentley University  
Berg Health  
Berklee  
Berklee College of Music  
Beth Israel Deaconess Medical Center  
Blount fine foods  
Boston Ballet  
Boston College  
Boston Fire Department  
Boston Police  
Boston Public Schools  
Boston University  
Broad Institute  
Bryant University  
C & W Services  
Campanelli  
Canton Public Schools  
CBRE  
CED Corp.  
Chain Store Maintenance, Inc.  
Citizens Bank  
City of Boston  
CITY OF FALL RIVER  
City of Keene  
CKM Real Estate  
Coldwell Banker  
Communications & Power Industries  
Concert Pharmaceuticals, Inc.  
Cumberland Farms  
Cushing, Jammallo & Wheeler, Inc.  
Daikin Applied

Destination XL Group (DXLG)  
DOC  
East Windsor Public Schools  
ECI  
Executive Office of Energy & Environmental Affairs  
Fay School  
First Realty Management  
FM Global  
Franklin Pierce University  
GATRA  
General Dynamics  
Greenfield Public Schools  
GSA  
GSEMA  
Halifax Water Department  
Hanover Insurance  
Harrington Hospital  
Harvard Medical School  
Harvard University  
Hilton Garden Inn - Marlborough  
Hines  
IBM  
Iron Mountain  
JD Cordage  
JLL  
Jones Lang LaSalle  
LakePharma  
Legacy Lifecare  
Lincoln laboratory  
Lincoln-Sudbury Regional School District  
M.I.T. Lincoln Lab  
MA Dept. of Conservation and Recreation  
MA DLS  
MAS Building and Bridge Inc  
Mass General Brigham  
Massachusetts Bay Transportation Authority  
Massachusetts Maritime Academy  
MassDEP  
MBTA  
Middlesex Savings Bank  
Middlesex Sheriff's Office  
MIT Lincoln Laboratory  
MWRA  
Nash Pond Business Park

New England Condominium  
New England Lab  
NYPD  
Ocean State Job Lot  
Okay Industries  
Partners HealthCare  
Partridge Berry Hills  
Partridgeberry Hills Condo  
Plymouth County Sheriff's Department  
Ragged Mountain Resort  
RGR Property Management  
Saco & Biddeford Savings Institution  
SAF Properties, Inc.  
Shawmut Design and Construction  
Shriners Hospitals  
Springfield Museum  
Taco Comfort Solutions Inc  
Tedor Pharma, inc.  
The Dartmouth Group  
Town of Millbury  
Town of Georgetown  
Town of Halifax  
Town of Hopkinton  
Town of Manchester  
Town Of Medway  
Town of Millbury  
Town of natick  
Town of Norton - Public Schools  
Town of Southborough  
Town of Westwood  
Trinity Management  
Tufts University  
UMass Amherst  
UMass Boston  
UMC Newton  
United States Postal Service  
VA BOSTON HEALTHCARE SYSTEM  
Veterans Administration  
Viability  
Vistaprint  
Wendell P. Clark Memorial YMCA  
Wheaton College  
Worcester Public Schools  
Yarmouth Fire Department

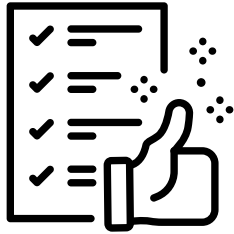
## AND HUNDREDS MORE!

[WWW.NEBFM.COM](http://WWW.NEBFM.COM)

# NEBFM2024 EXHIBITOR PROSPECTUS

## We've Got Your Back

We help you promote your Booth with our Marketing & Promotional Programs



### FULL Attendee Lead List

No need to waste time badge scanning. All exhibitors receive the full attendee lead list after the event. (Name, Company, Email, Phone, Job Title, Mailing Address, etc.) Follow up on your leads with Confidence!

### Your TOP 50 Campaign

An exclusive, VIP invite list of your current clients & prospects to see you exhibit at the show. We pay for your VIP's admission, lunch, and parking expenses. We do all the heavy lifting for your VIP's!

<https://nebfm.com/top-50-clients-prospects/>



### Complimentary Marketing Manual

A best practice manual created from over 20 years of trade show experience. Prepare, plan, and execute to your best ability!

### Free Graphic & Email Invites

Advertise your booth with professional email and graphic templates. Use on your website, and all social media platforms.



## Booth Pricing

10 x 10 Booth : **\$2,550**

10 x 20 Booth: **\$4,500**

3 or More Booths: **\$1,850 each**

Corner Surcharge: **\$200**

## Your Booth Includes:

Everything Above and...

- 8' tall back drape and at least 3' tall side drape
- Sign indicating company name and booth number.
- Booth Passes for exhibit staff

# NEBFM2024 EXHIBITOR PROSPECTUS

## YOU CAN COUNT ON US

For over 15 years we have provided the Northeast with the best annual, B2B marketplace in the industry. Thousands of companies have trusted us to drive connections, create relationships, and nurture sales. Always remember, you are one handshake away from a life-changing client, contract, or project. We're proud to promote our great exhibitors and drive commerce in each of our regional events by generating the best one-stop shop for all things related to building and facility management.

*Don't just take our word for it...*

*"I wanted to express my incredible experience with the SWBFM 2021 event that took place in Phoenix.*

*The event was wonderful, the staff was professional and organized, everything ran smoothly, and the attendance was great! My co-worker and I were able to meet many people working in the industry that benefited business long after the show. The attendee list that was provided allowed me to have contact with prospective customers long after the event which was PRICELESS during the shutdowns during COVID-19. I was able to still reach out to people that had attended and secure several jobs for our company. We are looking forward to exhibiting in 2022! "*



**Marnie J.**  
**Client Relations Manager**  
**True View Windows & Glass**

Exhibitor



**Tim T.**

**Q Ware**

Exhibitor

*"I've participated in several Pro Expo's shows across the country over the last decade. The Pro Expo's team has always made me feel like a valued vendor. They recognize and appreciate the time, effort and financial commitment we make to their shows. More importantly the show attendees are truly treated like guests by the Pro Expo's team. There's a hometown feel to their shows you don't find with some of the large facility management shows. We always come away from their shows with quality leads that result in new clients."*

*"Pro Expos Group is more than a tradeshow organization... They're business relationship builders. They care for and grow your business before, during and after the show. John and the Pro Expos team have become more like family to me. I recommend if you make the wise decision of exhibiting at their event, that the owner of the company attends and works the booth as opposed to sending sales reps. The clientel and decision makers who attend are the top decision makers that are more accustomed to dealing with CEO's and owners. The final reason to exhibit is that after doing the show and meeting the Pro Expo family, your company will gain 5 sales reps that will promote your company throughout their vast facility management network."*



**Sean S.**  
**CEO**  
**Final Flat Roof**

Exhibitor

# NEBFM2024 EXHIBITOR PROSPECTUS

*"Throughout my career I have presented at conventions and trade shows. The SWBFM Show 2021 was a blast. I interacted with local facility managers on the government and private sector creating, & allowing me to create new relationships. The show was well attended. My teammates and I look forward to seeing all in **2023!**"*



**Joe C.**

**Herc Rentals**

Exhibitor



**Eric J.**

**Atlas Water Systems**

Exhibitor

***"THIS IS A GOOD SHOW.  
ATTEND THIS SHOW.  
MAKE SOME MONEY!"***

*"Of all the shows that I do. This is the one that provides the most value. They bring the right people together. They have the right discussion topics and the people that you work with here at Pro Expos are top notch – second to none."*



**Dale D.**

**Aegis Energy**

Exhibitor





# Why Companies Exhibit at **TRADE SHOWS**

## **88% PARTICIPATE IN TRADE SHOWS TO RAISE AWARENESS OF THE COMPANY AND ITS BRAND**

Trade shows and expos provide a great way to get your name out and let a very niche audience know about your brand.



## **72% PARTICIPATE TO GET LEADS FROM NEW BUYERS AND PROSPECTS**

Exhibitors expect to meet new clients and get sales by attending an expo.

## **65% ATTEND TO SEE CURRENT CLIENTS – IT IS HARDER TO GET FACE TO FACE TIME WITH CLIENTS**

Exhibitors are having a harder time getting face-to-face time with their clients, and trade shows provide a way to reestablish the relationship.



## **THE TOP 3 SALES-RELATED OBJECTIVES AT TRADE SHOWS ARE RELATED TO RELATIONSHIP MANAGEMENT AND ENGAGEMENT.**

Above all else, exhibitors want to meet with existing customers, key customers, and prospective customers.



## **92% OF TRADESHOW ATTENDEES COME TO SEE AND LEARN ABOUT WHAT'S NEW IN PRODUCTS AND SERVICES.**

Expos and trade shows are a perfect opportunity to highlight the new products, services, or technology you offer. And by doing so, you will meet your attendees expectations at the expo.

## **77% OF EXECUTIVE DECISION MAKERS FOUND AT LEAST ONE NEW SUPPLIER AT THE LAST SHOW THEY ATTENDED**

Expos do create new business opportunities for exhibitors. If you are sitting on the fence about attending an expo because you're not sure if it is worth it, remember that your competitors will be closing the deals that you could have been closing.



## **45% OF ATTENDEES VISIT ONLY ONE EXHIBITION PER YEAR**

When you exhibit at a show, you will find new prospects that you wouldn't find at any other show.

## **51% OF TRADE SHOW ATTENDEES REQUESTED THAT A SALES REPRESENTATIVE VISIT THEIR COMPANY AFTER THE SHOW**

People are finding valuable solutions by attending trade shows and if you aren't attending, you are missing opportunities of closing big deals.



## **87% OF EXHIBITORS RATE EXHIBITIONS AS HIGHLY VALUABLE FOR ACHIEVING BUSINESS SECTOR PROMOTIONS**

Exhibitors are having overall positive experiences at trade shows

## **VALUE OF TRADE SHOWS**

**THE COST OF A FACE-TO-FACE MEETING WITH A PROSPECT AT A TRADESHOW IS**

# \$142

**THE COST OF A FACE-TO-FACE MEETING AT A PROSPECT'S OFFICE IS**

# \$259



By displaying at an expo, you find a much more cost effective way to have face-to-face conversations with potential prospects.



# PROSPECT BUILDING

**90%** OF EXPO ATTENDEES HAVE NOT MET  
FACE-TO-FACE WITH ANY COMPANIES

EXHIBITING AT THE SHOW IN THE 12 MONTHS PRIOR TO THE EVENT

Trade shows provide a great opportunity to network and build relationships with current clients and potential prospects.



**OVER 50% OF THE EXPO ATTENDEES ARE THERE  
FOR THE FIRST TIME**

With so many new people attending expos each year, it is worth attending trade shows every year to meet prospective clients who did not attend last year's show.

**67% OF ALL ATTENDEES REPRESENT A NEW  
PROSPECT AND POTENTIAL CUSTOMER FOR  
EXHIBITING COMPANIES**

2 of 3 attendees don't currently use the product or service of the exhibiting company.



**81%**

of trade show attendees  
have buying authority

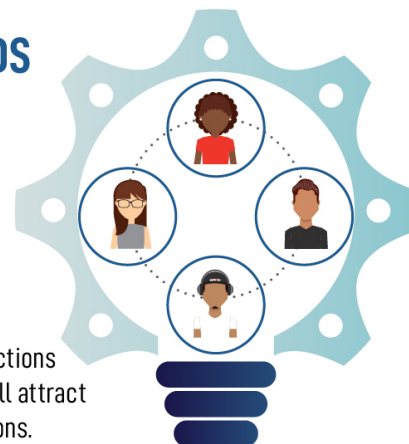
4 out of 5 people walking through the show are potential customers for exhibitors.

**THE AVERAGE ATTENDEE SPENDS**

**8.3 HOURS**

**VIEWING TRADE SHOW  
EXHIBITS AT AN EXHIBITION**

You have plenty of time to network and make connections at the event. Attract attendees to your booth that will attract attendees to your booth such as visual representations.



— \*Statistics provided by the Center for Exhibition Industry Research (CEIR) —



#1 Regional Tradeshow for  
Building & Facility Management!

# The Industry's Top Companies Exhibit



**1-800-GOT-JUNK?**  
THE WORLD'S LARGEST JUNK REMOVAL SERVICE

**aramark**

**BATH  
FITTER**

**BELFOR**  
PROPERTY RESTORATION

**BELZONA**  
Repair • Protect • Improve

**EMCOR**

**AWAREMANAGER**

**DELTA BECKWITH**  
ELEVATOR COMPANY

**DELTA**  
Cooling Towers, Inc.

**FLUKE**

**HILTI**

**Glidden**

**ARCHIBUS**

**CENTIMARK**  
Innovative Roofing and Flooring Solutions

**Firestone**  
Firestone Building Products

**DELTA**  
Cooling Towers, Inc.

**FLIR**

**GDI** Integrated Facility Services

**Glidden**

**ABM**  
Building Value

**CertaPro Painters**  
★★★★★

**CINTAS**  
READY FOR THE WORKDAY™

**Benjamin Moore**  
Paints

**COMFORT SYSTEMS USA**  
BCM Controls Corporation

**COMPASS**  
FACILITY SERVICES

**Cummins**

**FM**  
GENERATOR

**Milton**

**CAT**

**HESS**

**HILLYARD**

**Johnson Controls**

**COVER THE EARTH**

**Honeywell KOHLER**

**LUDECA**  
Keep it running.

**METAL**  
supermarkets  
The Convenience Stores For Metal®

**SHERWIN WILLIAMS**

**IR**  
Ingersoll Rand

**JOHN DEERE**

**ServiceMASTER**  
Restore

**THE BLUE BOOK**  
Building & Construction  
NETWORK®  
BUILDING RELATIONSHIPS SINCE 1913

**Restoration Management Company**

**MITSUBISHI ELECTRIC**

**SIEMENS...Signal**

**ADVANCED**

**SCRANTON PRODUCTS**

**United Rentals**

**HercRentals**

**PlanGrid**  
AN AUTODESK COMPANY

**KIDD-LUUKKO CORPORATION**

**thyssenkrupp**

**SERVPRO**  
Fire & Water - Cleanup & Restoration™



**nationalgrid**  
K.M. Facility Services, LLC

**MOHAWK**  
INDUSTRIES, INC.

**Rubbermaid**  
Commercial Products

**WARE**

**Schindler**  
netwatch®

**F.W. WEBB COMPANY**

**MOEN**

**Pella**  
WINDOWS & DOORS

**PROTEK**  
FIRE PROTECTION SYSTEMS

**WARE**

**REXEL**  
Energy Solutions

**Rental**  
ELECTRIC PRODUCTS

**SCA**  
Care of Life

**SealMaster**  
U>SOURCE  
Your Trusted Energy Advisor

**SECURITAS**  
Electronic Security

**SUNBELT**  
RENTALS

**Volvo Rents**  
Construction Equipment