

SWBFM2022 EXHIBITOR PROSPECTUS

IT'S SIMPLE...

Meet Decision Makers in Your Backyard

- 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 SWBFM 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

SOUTHWEST BUILDINGS & FACILITIES MANAGEMENT CONFERENCE

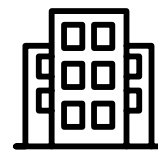
Is strictly a commercial & industrial trade show & conference. High-level decision makers will be in attendance to see the newest products and services presented by hundreds of companies in the region. The scope of the conference is designed to attract the highest level of decision makers in Building, 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.)*

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 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!

BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

1GPA
2400 North Central Holding LLC
3 Minute Express Car Wash
AAM
ABCom
ability 360
Abrazo Healthcare
Academy of Math and Science Schools
Accram, Inc.
Adolfson and Peterson
Advance Champion Supply
Aerotek
Albertsons
Alliance Environmental Group
Amazon
American Express
American Machinery works
American Rental Assn
Americold
Anthem Parkside at Merrill Ranch
Apollo Systems
APS
Arcadia Management Group
Arizona Department of Public Safety
Arizona Federal Credit Union
Arizona Public Service
Arizona State University
Arizona Supreme Court
Arta
Aspen Dental Management, Inc.
AtlasIED
Avison Young
Avondale Elementary School District
AZHCC
Baboquivari USD#40
Banda Group International
Banner Health
Barry Associates
Bednar and Sons
BH Properties
Blackline Group
Blue Yonder India Pvt Ltd
Boeing
Boys and Girls Clubs of the Valley
Bravo Insurance Agency LLC
Bruce Gardner Co
C&W
Cactus Flats Condominium Association
Camroad Properties
Casa Grande Elementary District 4
Casino Arizona
CBRE
Centum Health Properties
CGESD
Chapman Automotive Group
Charter One
CHICANOS POR LA CAUSA

Child Crisis Arizona
Childhelp Inc.
Church of Jesus Christ
Circle The City
City of Buckeye
City of Casa Grande
City of Chandler
City of Eloy Community Services
City of Glendale
City of Peoria
City of Phoenix
City of Phoenix Aviation Department
City of Phoenix Public Works
City of Phoenix/Sky Harbor International
Airport
City of Scottsdale
City of Surprise
City of Tempe
City of Tolleson
City of Yuma
Classy Closets Inc.
CODAC
Comfort Profit Consulting
Concentrix
Cousins Properties
CPLC, INC.
Criterium-Kessler Engineers
Crystal Peak LLC
Cultural Center & Museum
Cushman & Wakefield
Cyracom
Daikin Applied
DDCE
Desert Botanical Garden
Desert Mountain Club
Dicks Sporting Goods
Dine College
Diocese of Phoenix
Dogtopia
Dolphin Inc.
EMPACT Suicide Prevention Center
Empower College Prep
Engineered With Layton
Equality Health, LLC
ETC Group
Facilities Maintenance MCAS Yuma
Farmers Insurance
FedEx Express
First Transit
FoundRE Hotels
Fountain Hills USD #98
Four Seasons Hotels and Resorts
Gila County
Globaltranz
Globe Unified School District
GM.Contractor
GMI Southwest, Inc.

Grace Community Church
Graham Builders LLC
Grand Canyon University
Great Hearts Academies
Greystar
Harkins Theatres
HDR, Inc.
Hedali Healthcare Solutions
Heraeus
Higley School District
Honeywell Aerospace
HYDRO
IBEW 640
IBM
ICE/OAFM
Indian Health Service
Innovative Health
Insight
Intel Corporation
Inter-Coastal Electronics
JLL
JLL
JLL BNSF
Julovich Engineering
LaFrontera-Empact
Leviton
Lifewell
LoanCare
Maricopa County Department of
Transportation
Maricopa County Regional School
District
Maricopa Judicial Branch
Maximus Federal
MCAS Yuma I&L FRB
McDowell Mountain Community Church
Medtronic
Memar Associates
Mesa Arts Center
Metro Commercial Properties
MGC Pure Chemicals of America
Modern Industries
Modern Industries Inc
Musical Instrument Museum
NAU
Julovich Engineering
Odin
Omicron Engineering, PLC
ON Semiconductor
One Circle Drive Navajo Rt.12
OneValenzuela Mining Group, Inc.
Our Lady of Lourdes Parish
P.F. Chang's
Paradise Valley United Methodist Church
PetSmart Distribution Inc.
Phoenix Children's Hospital
Phoenix Fire Department

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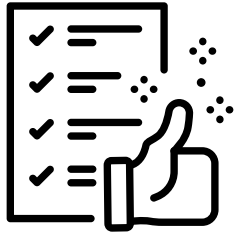
*Pima Community College
Pima Federal Credit Union
Plaza Companies
Plaza Del Rio Mgmt.Corp.
Practical Engineering
Prescott National Forest
Prescott YMCA
R4 Ventures LLC
Rain Bird
Rawhide Event Center
Realty Executives
Recreation Centers of Sun City
Red Development
Reseco Insurance Advisors
Rio Salado College
Saddle Brooke One
Saddle Mountain USD
Sanders & Wohrman Corporation
SARRC
Sazan Group
Scottsdale Archway
Scottsdale Training and Rehabilitation Services
SDB Contracting Services
Septon Group
Show Low Unified School District
Southwest Autism Research and Resource Center
Southwest Gas
Stanley Access Technologies
STARS
TCT West Property Mgmt
Tempe Elementary School District
Tempe First United Methodist Church
Tempe Mission Palms Hotel
Tempe Union High School District
Terros Health
Tesla
The Boeing Company
The Home Depot
The Leona Group*

*The University of Arizona
Thesman Communities
Tiempo Inc.
TJN Inc
Tohono O'odham Cultural Center and Museum
Town of Florence
Town of Gilbert
Town of Prescott Valley
Town of Queen Creek
Toyota Motors North America
Tradesmen International
Trane
Transact Campus Inc.
Transwestern
TriWest Healthcare Alliance
Troon Lighting Agency
Tucson Airport Authority
United PF Partners
United Structural Design LLC
University of Arizona/BIO5 Institute
US Department of Agriculture
US Energy Recovery
US Government
VA Medical Center
Valley Metro RPTA
Van Horn Aviation
VB Cosmetics
VentureAide
Vestar
Villa International Group Inc
VueOps
W.L. Gore
Waste Management
WebPT
Western Area Power Administration
Westmed
Wickenburg Unified School District
Younger Brothers Companies
Zia Record Exchange*

AND HUNDREDS MORE!

We've Got Your Back

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



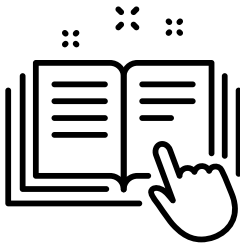
FULL Attendee Lead List

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://swbfm.net/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 : **\$2,150**
10 x 20 Booth: **\$3,950**
3 or More Booths: **\$1,750 each**
Corner Surcharge: **\$250**

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

SWBFM2022 EXHIBITOR PROSPECTUS

YOU CAN COUNT ON US

For over 6 years we have provided the Southwest 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** this past year. 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

SWBFM2022 EXHIBITOR PROSPECTUS

"Throughout my career I have presented at conventions and trade shows. The SWBFM Show 2020 was 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 again in 2022!"



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

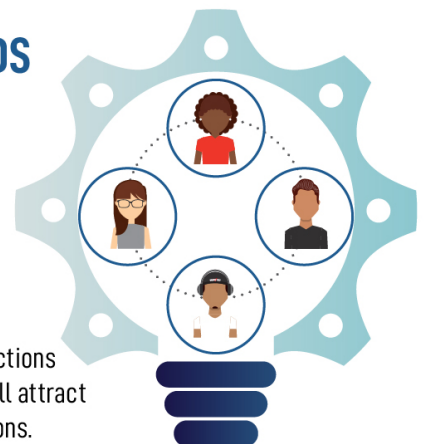
4 out of 5 people walking through the show are potential customers for exhibitors.

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

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™

Schindler

nationalgrid

K.M. Facility Services, LLC

MOHAWK
INDUSTRIES, INC.

Rubbermaid
Commercial Products

Q

netwatch

WEBB

F.W. WEBB COMPANY

MOEN

**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