

# SWBFM2023 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*

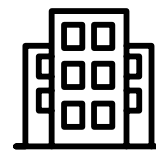


*Receive the FULL attendee lead list after the event (Name, Email, Phone, Job Title, Company, Address, etc.)*

# SWBFM2023 EXHIBITOR PROSPECTUS

## BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

Every year, exhibitors report that SWBFM 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!**

# SWBFM2023 EXHIBITOR PROSPECTUS

## 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

# SWBFM2023 EXHIBITOR PROSPECTUS

## BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

*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*

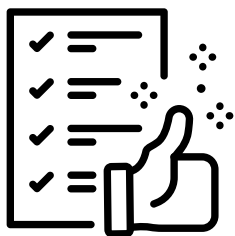
*The University of Arizona  
Thesman Communities  
Tiempo Inc.  
TJN Inc  
Tohono O'odham Cultural Center and Museum  
Town of Florence  
Town of Gilbert  
Town of Prescott Valley  
Town of Queen Creek  
Toyota Motors North America  
Tradesmen International  
Trane  
Transact Campus Inc.  
Transwestern  
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!

# SWBFM2023 EXHIBITOR PROSPECTUS

## We've Got Your Back

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



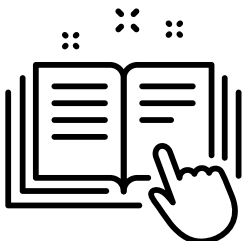
### FULL Attendee Lead List

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://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 : **\$2,350**

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

# SWBFM2023 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

# SWBFM2023 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 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

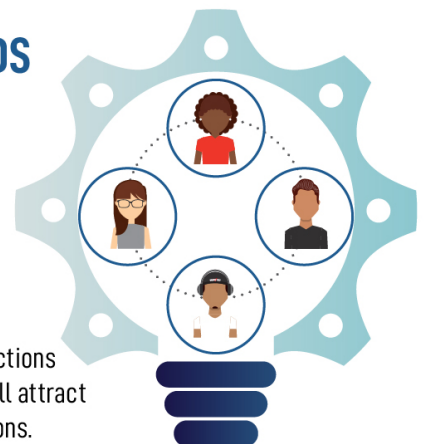
4 out of 5 people walking through the show are potential customers for exhibitors.

**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**

**COMPASS**  
FACILITY SERVICES

**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

**WARE**

**netwatch**

**WEBB**

**F.W. WEBB COMPANY**

**MOEN**

**WINDOWS & DOORS**

**PROTEK**  
FIRE PROTECTION SYSTEMS

**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

[WWW.SWBFM.NET](http://WWW.SWBFM.NET)