

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 SFBFM 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

SOUTH FLORIDA 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 SFBFM 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 COMPLEX
- ESMAJOR 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

3M
ABC Medical
ADDMAN Engineering
AMG
Acorn Health
AdventHealth
Akko Group
Alcami
Amerant
American Changer
American Oncology Network
Aramark
Arnet Pharmaceutical
Atlantic Sapphire
AutoNation
Avante Group
B&B Wholesale Metals
BBX Capital
BRP
Baptist Health
Bayview Asset Management
Becker
BioMatrix SpRx
Boca Raton Resort
Boys & Girls Clubs
Broward County
Bryant Miller Olive
C&W Services
CDW
City of Boca Raton

City of Coral Springs
City of Dania Beach
City of Deerfield Beach
City of Delray Beach
City of Fort Lauderdale
City of Hollywood
City of Lauderhill
City of Margate
City of Miramar
City of Pembroke Pines
City of Plantation
City of Pompano Beach
City of Sunrise
City of Tamarac
Cleveland Clinic
Coca-Cola Beverages Florida
CoinWrap
Core & Main
Costco Wholesale
Cruise Car
Cushman & Wakefield
DHL Express
Dillard's
Doral Arrowwood
Durée & Company
E.S. Management
Eastern Shipbuilding
Encompass Health
Everglades College
Exela Technologies
Extra Space Storage
FHP

FP&L (Florida Power & Light)
FPL FiberNet
Florida Atlantic University
Florida Blue
Florida Department of Health
Florida Medical Center
Florida Panthers
Florida Power & Light
Flowserve
Fontainebleau
Fort Lauderdale Airport (FLL)
Foundation Risk Partners
G4S
GCI Residential
GEO Group
GKN Aerospace
Gunster
HCA Healthcare
HEICO
HBO Latin America Group
Habitat for Humanity
Halifax Health
Hard Rock / Seminole Gaming
Hillsboro Club
Hilton Hotels
Holy Cross Health
Home Depot
Hyatt Hotels
IBERIA Bank
IGT

IMG Academy
ISO Group
IT'SUGAR
JLL (Jones Lang LaSalle)
JM Family Enterprises
JetBlue
John Knox Village
Keller Williams
Keurig Dr Pepper
Kimley-Horn
Kroger
L3Harris
Largo Medical Center
Lennar
Leo A Daly
Level 3 Communications
LifeStance Health
Lynn University
MASTEC
MBAF
MDC (Miami Dade College)
Marriott International
Marsh McLennan
Memorial Healthcare System
Merin Hunter Codman
Metro Storage
Miami Dolphins
Miami Heat
Miami International Airport (MIA)
Miami VA Healthcare
Microsoft
Moss Construction

NBCUniversal
NCL (Norwegian Cruise Line)
Nova Southeastern University
NTT Data
Office Depot
OrangeTheory
Our Lady of Lourdes
Palm Beach County
Palm Beach State College
PepsiCo
Port Everglades
PortMiami
Pratt & Whitney
Publix Super Markets
Quest Diagnostics
RSM
Ryder System
SBA Communications
SEACOR Marine
SBA Communications
Seminole Hard Rock
Signature Aviation
Southern Glazer's Wine & Spirits
Spirit Airlines
Southeastern Grocers
Stellantis
Swissport
Sysco
TBC Corporation
TECO Energy

Truist Financial
Turbine Controls
Twin Stone Designs
UHealth
Undersea & Hyperbaric Medical Society
United Franchise Group
Universal Engineering Sciences
University of Miami
VITAS Healthcare
Village of Royal Palm Beach
WFS
Walker Property Services
Warbird Marine Holdings
Wells Fargo
Wildcat Run Golf & Country Club
Willis Custom Yachts
WPLG
YMP Real Estate Management

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://sfbfm.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 : **\$2,550**

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

3 or More Booths: **\$1,950 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

YOU CAN COUNT ON US

For over 20 years we have provided 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 lifechanging 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...



The Pro Expos team has a great handle on how to run this show. I have participated in this show for many years and find it to be the most well run, professional event of all. It is heavily promoted and very well executed. Communication is the key to what I do, and this crew keeps me in the loop as to the smallest details of each upcoming show. They also follow up with attendee lists after the show very efficiently.

A key to our success at this show is the quality of the attendees. One of our salespeople reports that one of his largest volume customers was an attendee at last year's show. You can't ask for anything more than this!



DENNIS F.

SALES MANAGER

THE GRANITE GROUP WHOLESALERS



Probably the BEST Facilities Show I've been to! Lots of engaged leads!



JEFF V.

SALES DIRECTOR
INSTANT POWER CORPORATION



I was an Exhibitor and I can say that the day I was there it was the best show I've participated in in the last 6 years. I saw EVERYONE that I needed to see and there was a lot of activity at our booth. It was a very good show and conference for us overall.



MICHAEL D.

SALES DIRECTOR
CM3 BUILDING SOLUTIONS



During the first two hours of the show, I had more visitors and potential leads visit our booth than I would normally have in an entire day at other Facility Shows. Not only was I able to meet current customers at the show, I left with a good amount of great opportunities. This show has repeatedly given us the highest ROI in comparison to other events.



YVETTE C.,

REGIONAL SALES MANAGER
AIR SOLUTIONS



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.



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.



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.



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.



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.



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

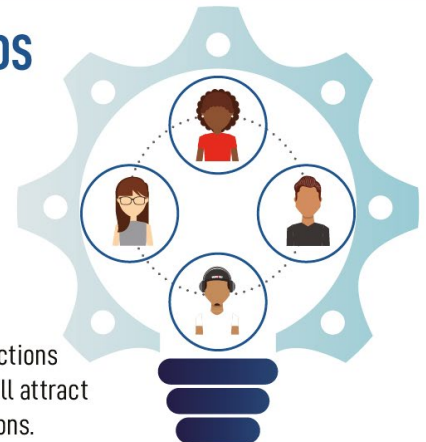
4 out of 5 people walking through the show are potential customers for exhibitors.

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

