

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 CBFM 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 CAROLINAS 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 Hundreds 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 CBFM 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

AB Tech Community College
ABM Industries
Advance Community Health
Advocate Health
AICPA & CIMA
Aiken County Public Schools
Alston Wilkes Society
Altec Industries
American Airlines
American Board of Pediatrics
American National Red Cross
AmSurg
Armtec Defense Technologies
Arts Council of Winston-Salem & Forsyth
County
Atlantic Casualty Insurance
Atrium Health
Avangrid
AvidXchange
Bald Head Island Club
Baldor
Ballantyne Country Club
Bandwidth
Barton College
Benedict College
Bob Jones University
Boys & Girls Clubs of the Coastal Plain
Brevard College
Cabinetworks Group
Callawassie Island
Cargill
Cargo Transporters, Inc.
Carmel Country Club

Carolina Friends School
Carolina Village
Cary Academy
Catawba County Government
Catawba County Schools
Cato
CBI, Charlotte
CBRE
Central Piedmont Community College
Chapman Cultural Center
Charlotte Ballet
Charlotte Latin School
City of Durham, NC
City of High Point
City of North Charleston
City of Raleigh
City of Statesville, NC
Civic Federal Credit Union
Coastal Carolina University
Commercial Ready Mix Products
Comporium
Converse College
CPI Security
CRVA
Darby Development
Dave Steel
Debnam Property Management
Discovery Place
Dominion Energy
Drake Software
Duke Energy
Duke University
Durham Academy
East Carolina University

EdVenture Children's Museum
Fayetteville Technical Community College
FedEx Corporate Services
FN America
Fort Bragg Federal Credit Union
Fourth Elm Construction
Givens Communities
GKN Automotive
Goodwill Industries International
Goodwill Industries of Northwest North Carolina
GPM Investments
Grandfather Golf and Country Club
Greensboro Country Club
Greenville Water
Guilford County Schools
Guilford Technical Community College
Hammond School
Ingersoll Rand
IQVIA
Iredell County, NC
Iron Mountain
Isola
Isothermal Community College
Jabil
Jewish Community Center Foundation of Asheville
Jones Lang LaSalle
KBI Biopharma
Kontoor
La-Z-Boy
Labcorp
Lowe's
Mars Hill University

Marsh Properties

Maxwell Group

McLeod Health

Mecklenburg County

Medical University of South Carolina

Meredith College

Metabolon

Midlands Orthopaedics & Neurosurgery

Mint Museum

MJM Yachts

Mohawk Industries, Inc.

Mountain Area Health Education Center

NAI Earle Furman

NAI Southern Real Estate

NC Central University

NC State University

North Carolina Department of Public Safety

North Carolina Museum of Natural Sciences

North Greenville University

Novo Nordisk

Old Salem Museums & Gardens

Parexel

Pender County Emergency Management

Piedmont Plastics

Piedmont Technical College

Premier

Prism Medical Products

Prisma Health

Progress Rail

PurePower Technologies

Qorvo

R F Cameron Development

Ravenscroft School

Reworld Waste

hland School District Two

Roaring Gap Club

Rockingham Community College

Roper St. Francis Healthcare

RTI International

Saint Mary's School

SAS

Savannah River Mission Completion

ScanSource

SearStone

Self Regional Healthcare

Skyla Credit Union

Sodexo

Sonic Automotive

South Carolina State University

South Piedmont Community College

Southern Shores Real Estate Group

Southminster

Spartanburg County School District

Spartanburg Methodist College

SRP Federal Credit Union

Stanly Community College

Strata Clean Energy

Studio TK

Sunbelt Rentals

Target

Terracon

The Center for Creative Leadership

The Forest at Duke

The Ritedose

The South Carolina Aquarium

The University of South Carolina

Thomas Built Buses

Triad Goodwill

Trinity Episcopal School

Trinity Partners

Truist

Tupelo Honey Cafe

U.S. Department of Veterans Affairs

UNC Greensboro

UNC Lineberger

UNC REX Healthcare

United Community

United Therapeutics

University of North Carolina at Chapel Hill

University of North Carolina at Wilmington

UPS

Vest Residential

Vets Pets

VICTRA

Virtus Academy of South Carolina

Wake Forest University

Wake Technical Community College

WakeMed Health & Hospitals

Walmart

Watauga High School

Weichert Realtors

Weisiger Group

Well-Spring Group

Wesley Commons

Wilmington Health

Winland Foods

Wolfspeed

Wyrick Robbins

Yadkin County Schools

YMCA of Catawba Valley

YMCA of the Triangle

York Properties

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://cbfm.net/wp-content/uploads/2023/08/top-50-campaign-template-all-shows.pdf>



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: **\$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.



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 are attending expos each year, it is worth attending trade shows every year to meet prospective clients who did not attend last years 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.



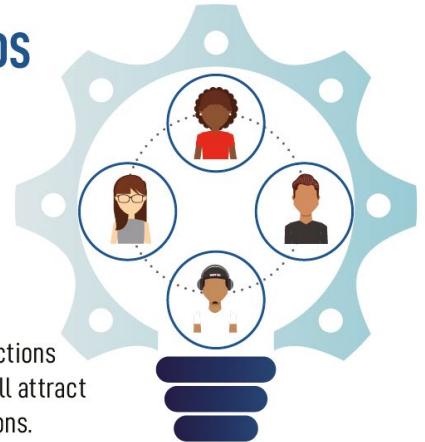
81%

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

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

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

Q

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