

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 MNBFM 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

MINNESOTA BUILDINGS & FACILITIES MANAGEMENT TRADE SHOW & 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 exclusively 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 MNBFM 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 and new ideas for the future of the Industry.



- 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

2b Living
3M
ABF Freight
ABM Industries
AGCO
AHEAD
ALAMCO Wood Products
ALDI
AMETEK
ARCHWAY
AT&T
ATS
Abbott
Abbott Northwestern Hospital
Absolute Mechanical
Acapulco of Minnesota
Accura HealthCare
Al Maa'uun
Allianz
Allina Health
Ameriprise Financial
Animal Emergency & Referral Center
of MN
AssociatedBank
Atlas
Augsburg University
BI WORLDWIDE
Backstory Insurance Group
Bader Management
Best Buy
Bethlehem Academy
Bigos Management
Bimeda
Boisclair
Bora Pharmaceuticals
Bosch Automotive Services Solutions
Carlson School of Management - Uni-
versity of Minnesota
Cedar Management
Children's Theatre
City of Elk River
City of Shoreview

City of Woodbury
Cologne Academy
CommonBond Communities
Concepts and Designs
Cummins
D & N Management
DaVinci Academy of Arts & Science
Daikin Applied
Dakota County Community Develop-
ment Agency
Davanni's
Davis
Donaldson Company
Doran Companies
Dorsey & Whitney
Downtown Resource Group
EMERGE's
Eagle Ridge Partners
Ecolab
Ecumen Lakeview Commons
Eden Prairie Schools
Eich Motor
Elysian Senior Homes
Enclave Development
Encoded Therapeutics
Entegris
FCP Services
FMS
FPC of Savannah
Faegre Drinker
Fairview Health Services
Fanatics
Forte Real Estate Partners
FrankCrum Companies
Fraser
Friendship Church
GFW Schools
Gaughan
General Mills
Gittleman
Gopher
Grace Church
Granite City Real Estate
Groves Learning Organization

Guardian Angels Senior Services
Guthrie Theater
HOYA
Harvard University
Harvey Vogel Manufacturing
Hennepin County
Herold Precision Metals
Hmong American Partnership
Honeywell
Hope Academy
Hub Minneapolis
Hubbard Radio
I.C. System
IAG Commercial
IFF
INH Properties
ISS
Ichor Holdings
Identity Dinkytown
Innovize
Inventure Properties
Invest Cast
J Rettenmaier USA
J. J. Taylor Companies
JACK LINK'S
JARCO
Jack Henry
Jack Links
Jackpot Junction Casino Hotel
Jain Realty and Property Management
Japs-Olson
Jones Lang LaSalle
KENT WORLDWIDE
Kandiyohi County
Kendall Commercial Advisors
Kenyon-Wanamingo School District
Kids Quest
Kin Properties
Kingwood Management
Kleinman Realty
Klodt
Kraus-Anderson Companies Inc.

LTS Lohmann Therapie-Systeme
LUND FOOD HOLDINGS
Lake Country School
Lakes International Language Academy
Land O'Lakes
Lathrop GPM
Link Logistics
Lorenz Bus Service
Lunieski and Associates
Luther Seminary
Maker's Pride
Mankato Area Public Schools ISD 77
Memorial Blood Centers
Metro Transit
Metropolitan Airports Commission
Minnesota Opera
MnTC
Moss & Barnett
Mount Calvary Lutheran Church
Mount Olivet Lutheran Church
National Express
Neighborhood Development Center
New Discoveries Montessori Academy
New Perspective Senior Living
New Ulm Area Catholic Schools
Nonin
North Central Aviation
North Central University
Northern Tool + Equipment
Northrop Grumman
OATI
OPAL Fuels
Oaks Properties
Office Here
Old Main Village
Olmsted County, Minnesota
Onamia Public Schools
Osseo Area Schools ISD 279
Owatonna Public Schools
Owatonna Public Utilities
Paape Companies
Paramark
Piedmont Realty Trust
Post Holdings
Precision Associates
Premier Marine
Princeton Public Schools
Project for Pride in Living
Property Solutions & Services
Purpose Brands

QualiTech
Quality Carriers
Quanex Building Products
Quest Corporation of America
Quest Development
RS Eden
Red Wing Family YMCA
Redeemer Church
Redwood Building Center
Renters Warehouse
Risser Oil
Robbinsdale Area Schools
Rochester Athletic Club
Rochester Catholic Schools
Rochester Community and Technical
College
SONNY'S Enterprises
Scott County, MN
Sherman Associates
Sibley County
Solidify Manufacturing
Stantec
Steele
Stericycle
Steris
Substance Church
Target
Taylor
The AG Church
The Amherst H. Wilder Foundation
The Church of St Gerard Majella
The College of Saint Benedict & Saint
John's University
The Goodman Group
Thrivent
TruStone Financial
Turck
UNFI
Ulteig Engineers
Ultra Machining
Unilev Management
Union Gospel Mission Twin Cities
University Enterprise Laboratories
University Relations
University of Minnesota Twin Cities
University of Northwestern St. Paul
University of St. Thomas
V3 Sports
VAA
VEIT

Valley Craft Industries
Valleyfair
Van Meter
Venture Academy
Venture One Real Estate
Vertical Endeavors
Village Green Companies
Wayne Transports
Wayzata Public Schools
Weidner Apartment Homes
Wellington Management
Wildamere Capital Management
Willow Bridge Property Company
WinnMed
Winona Health
Winona State University
Wright County
Xcel Energy
Xpress Global Systems
YMCA OF THE NORTH
Yeadon Domes
Yellow Tree Development
ZF
Zero-Max
Ziegler CAT
Zinpro
Associate VP, Facilities Management
Wright County
Manager, Facilities
Xcel Energy
Senior Manager, Operations Nspm System
Protection Operations & Maintenance
Xpress Global Systems
Supervisor, Operations
YMCA OF THE NORTH
Adventure Operations Administrative Su-
pervisor
Yeadon Domes
Manager, Manufacturing Facilities
Yellow Tree Development
Regional Director, Facilities
ZF
Manager, Maintenance
Zero-Max
Manager, Tool Die & Facilities
Ziegler CAT
Product Manager, Building Construction
Products
Zinpro

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://mnbfm.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' - **\$2,550**

10' x 20' - **\$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 Nation 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...



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



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



JEFF V.
SALES DIRECTOR
INSTANT POWER CORPORATION



This was our third year exhibiting at WCBFM and the ease of the entire show is amazing! From set up, to tear down.

It's always great to see our customers and I see more of them here than most shows. The attendees are definitely the audience I need. Not to mention the "Top 50 Campaign" and the delicious lunches provided!

Still gets my vote for the best ROI with regard to exhibits yet. Always my favorite!



SALES MANAGER
EQUIPMENT SHARE



westcoat.



We had a fantastic experience at this year's WCBFM Show! From start to finish the event delivered strong engagement and meaningful interactions.

The attendees told us the sessions were not only informative but directly aligned with the current challenges and priorities facility professionals are facing. We appreciated the opportunity to connect with so many attendees who came ready to have real conversations and many had active projects and specific needs in mind.

It was refreshing to see how open attendees were in sharing their goals and what they were looking for in terms of solutions. This openness led to some great conversations where we were able to dig into their challenges and provide tailored solutions.

Exhibiting was productive and energizing and we are looking forward to the next show.



DAN. A
SALES DEVELOPMENT REP
WESTCOAT



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



Really glad we were an exhibitor at this event. We achieved our goal and were able to network with many clients!



LARRY R.
PROJECT MANAGER
CONFLO SERVICES



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 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

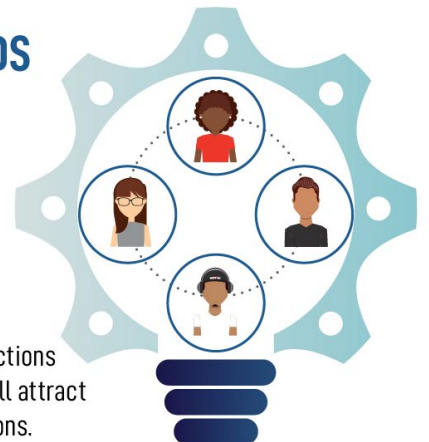
4 out of 5 people walking through the show are potential customers for exhibitors.

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 | **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™

 **nationalgrid** | **K.M. Facility Services, LLC** | **MOHAWK INDUSTRIES, INC.** | **Rubbermaid Commercial Products**

Schindler | **WEBB** F.W. WEBB COMPANY | **MOHAWK** | **PROTEK** FIRE PROTECTION SYSTEMS | **WARE**

netwatch | **MOEN** | **Pella** WINDOWS & DOORS | **SECURITAS** Electronic Security

REXEL Energy Solutions | **Rental** ELECTRIC PRODUCTS | **SCA** Care of Life | **SealMaster** | **U>SOURCE** Your Trusted Energy Advisor | **SUNBELT RENTALS**

Volvo Rents Construction Equipment