

# MABFM2025 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 MABFM 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

## MID-ATLANTIC 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.

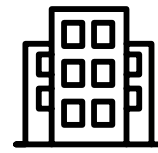
As an Exhibitor, You Will...

-  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.)

# MABFM2025 EXHIBITOR PROSPECTUS

## BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

Every year, exhibitors report that MABFM 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!**

# MABFM2025 EXHIBITOR PROSPECTUS

## BUILD RELATIONSHIPS WITH TOP DECISION MAKERS

353 LLC LAWRNECE  
AARRIS ATEPA ARCHITECTS  
ACCESS PROPERTY MANAGEMENT  
ACORDA THERAPEUTICS INC  
AHS INVESTMENT CORP  
AJ CELIANO  
ALL STATE LEGAL  
ALTERNATIVES INC.  
AMBLER AREA YMCA  
AMICUS THERAPEUTICS INC  
APTALIS PHARMA  
ARCHDIOCESE OF NEWARK  
ATLANTIC COUNTY INSTITUTE OF TECH  
BANK OF AMERICA / NELSON  
BANK OF NY MELLON  
BASF  
BAYONNE HOUSING AUTHORITY  
BBBY INC.  
BED BATH & BEYOND  
BERGMAN REALTY CORP  
BERNARDS TOWNSHIP  
BNYM  
BOROUGH OF SADDLE RIVER  
BOSTON PROPERTIES  
BOUND BROOK BOE  
BRICK TOWNSHIP  
BRIDGEWATER BOE  
BRONX COMMUNITY COLLEGE  
BUMBLE BEE FOODS LLC  
CASSIDY TURLEY  
CBRE  
CERVELLI MANAGEMENT CORP  
CHENEGA OPERATIONS SERVICES  
CHUGACH INDUSTRIES  
CITY UNIVERSITY OF NY  
CLIFFSIDE PARK HOUSING AUTHORITY  
COLGATE-PALMOLIVE  
COLUMBIA PROPERTY TRUST  
CSI INTERNATIONAL INC.  
CUSHMEN & WAKEFIELD  
DAIICHI SANKYO  
DAILY NEWS  
DATAPIPE  
DAVID WEBER OIL  
DEL-SANO CONTRACTING CORP  
DEWBERRY  
DG3 NORTH AMERICA  
DMI  
DNV KEMA ENERGY & SUSTAINABILITY

DPT LABS LAKEWOOD  
DPW PICATINNY ARSENAL  
DUKE FARMS FOUNDATION  
EAST COAST WAREHOUSE & DIST.  
EDISON BOARD OF ED  
EMERITUS AT WAYNE  
ENERGY ANALYSIS GROUP  
ENZON  
ESF MANAGEMENT GROUP  
EXECUTIVE PROPERTY MANAGEMENT  
FEDERAL AVIATION ADMINISTRATION  
FEDERAL RESERVE BANK OF NY  
FELICIAN SISTERS  
FERRAGAMO USA  
FINCOR CONSTRUCTION  
FIRST BAPTIST CHURCH LINCOLN  
GRDNS  
FIRST SERVICE RESIDENTIAL  
FLEMINGTON RARITAN COMMUNITY  
POOL  
FRIENDS OF THE HIGH LINE  
FULTON FINANCIAL CORP  
FULTON FINANCIAL CORP  
GE AVIATION  
GEORGIAN COURT UNIVERSITY  
GLEN OAKS CLUB  
GLENMORE MANAGEMENT  
GREATER NEWARK CHARTER  
SCHOOL  
GREENWOOD GARDENS  
GSA  
HAMPSHIRE/CBRE  
HANOVER MARRIOTT HOTEL  
HARROGATE INC  
HESS CORPORATION  
HUDSON VALLEY BANK  
HUGHES ASSOCIATES  
HUNTERDON BREWING  
HUNTERDON COUNTY YMCA  
HUNTERDON MEDICAL CENTER  
IEEE  
IMMUNOMEDICS INC.  
INTERNATIONAL FLAVORS &  
FRAGRANCES  
INTERSTATE REALTY MANAGEMENT  
J.KNIPPER & CO  
JFK OF RAHWAY  
JOHNSON & JOHNSON  
JONES LANG LASALLE  
KAISERMAN COMPANY  
KAPLAN GAUNT DESANTIS  
ARCHITECTS  
KARL & ASSOCIATES  
KEVIN MURPHY REALTY  
KEVON CONSTRUCTION

KIMBER MFG INC.  
KMB DESIGN GROUP  
KRE GROUP  
LAKELAND BANK  
LAVALLETTE BOARD OF EDUCATION  
LB COMMERCIAL REALTY  
LEARNING ALLY  
LEWIS S. GOODFRIEND & ASSOCIATES  
LG ELECTRONICS  
LINCOLN PROPERTY CO  
LUTHERAN SOCIAL MINISTRIES OF NJ  
M.E.R.I.T. INC.  
MELMED CONSTRUCTION  
MEMORIAL SLOAN-KETTERING  
MENSHEN PACKAGING USA  
MERCEDES BENZ USA  
MERCCK  
MIDDLESEX COUNTY COLLEGE  
MIDLANTIC PROPERTY MANAGEMENT  
MIELE INC.  
MLB NETWORK  
MONDELEZ INTERNATIONAL  
MONTCLAIR STATE UNIVERSITY  
MONTVILLE TOWNSHIP  
MONTVILLE TOWNSHIP BOARD OF ED  
MONTVILLE TOWNSHIP WATER & SEWER  
DEPT  
MORENCY CONSTRUCTION CO  
NAI DILEO BRAM PROPERTY MGMT  
NEW JERSEY ASSN OF  
SUPERINTENDENTS  
NEW JERSEY EASTERN STAR HOME  
NEW JERSEY TRANSIT  
NEWARK PUBLIC SCHOOLS  
NEWMARK GRUBB KNIGHT FRANK  
NEXTBRIDGE PE MANAGEMENT  
NITTA CASINGS INC  
NJ ASSOCIATION OF SUPERINTENDENTS  
NJ BOARD OF PUBLIC UTILITIES  
NJ MOTOR VEHICLE COMMISSION  
NJ SCHOOL BOARDS ASSOC.  
NJ TRANSIT  
NJIT  
NOMURA SECURITIES INTERNATIONAL  
NORMANDY REAL ESTATE  
NORTH ROCKLAND CENTRAL  
NORTH ROCKLAND CENTRAL SCHOOL  
DISTRICT  
NYC HOUSING AUTHORITY  
NYCHA- ENERGY  
NYPA  
OCEAN COUNTY VOCATIONAL TECH.  
OCEAN HEALTHCARE

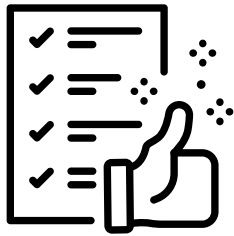
## AND HUNDREDS MORE!

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

# MABFM2025 EXHIBITOR PROSPECTUS

## We've Got Your Back

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



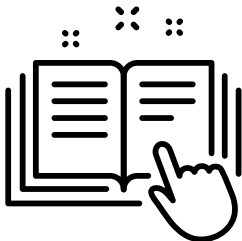
### FULL Attendee Lead List

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://mabfm.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: **\$3,870**  
3 or More Booths: **\$1,720 each**  
Corner Surcharge: **\$200**

## 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

# MABFM2025 EXHIBITOR PROSPECTUS

## YOU CAN COUNT ON US

For over 17 years we have provided the Mid-Atlantic 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 2020 event that took place in Phoenix this past February. 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 2021!"*



**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

# MABFM2025 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 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.



## 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

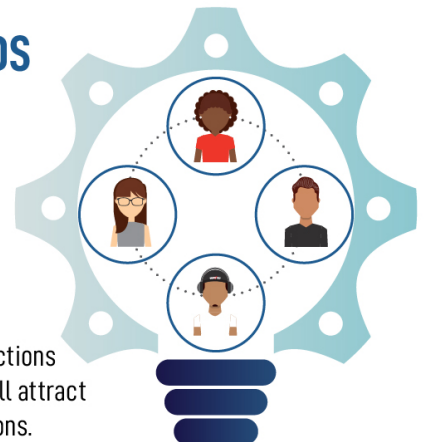
4 out of 5 people walking through the show are potential customers for exhibitors.

**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



**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

**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**

**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  
**F.W. WEBB COMPANY**

**MOHAWK INDUSTRIES, INC.**

**Rubbermaid**  
Commercial Products

**WARE**

**netwatch**

**MOEN**

**Pella WINDOWS & DOORS**

**PROTEK**  
FIRE PROTECTION SYSTEMS

**REXEL**  
Energy Solutions  
ELECTRICAL SUPPLIES

**Rental**  
ELECTRIC PRODUCTS

**SCA**  
Care of Life

**SealMaster**  
**U>SOURCE**  
Your Trusted Energy Advisor

**SECURITAS**  
Electronic Security

**SUNBELT RENTALS**