



THE
BUILDINGS
SHOW

pm
expo

Sponsorship Programs

Nov. 29 - Dec. 1, 2017

Metro Toronto Convention Centre, South Building

thebuildingsshow.com

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SHOW STATS

30,500

Attendees from all Sectors of the Built Environment

350 
Seminars



500 
Expert Speakers

ATTENDEES

17.1% Consultant, Engineering, HVAC/Building Engineer, Specification Writer, Urban Planner

15.2% Architectural, Interior Design

14.3% Construction Management, Contractor (non-residential), Renovator (non-residential)

12.6% Building Owner/Developer, Property Manager

11.4% Contractor (residential), Renovator (residential), Homebuilder

10.2% Industry Personnel

6.1% Building Operations, Facility Management, Plant Management

5.4% Concrete Industry, Manufacturer, Distributor, Supplier, Retail

3.9% Government

3.4% International Guest

2.8% Asset Manager, Real Estate Broker, Real Estate Financing, Lawyer

1,000,000
Print & Online Impressions

90%

Visitors plan to return to
the Show in 2017

85%

Visitors attend the Show to
source new products

52



Countries were
represented at the Show

Expand Your Brand • Increase Your Sales & Marketing Efforts
Generate Additional Exposure

LEVEL	COMMITMENT
Title – SOLD	\$25,000
PLATINUM	
Social Media Lounge **	\$20,000
Attendee Registration ** – SOLD	\$18,000
Parking & Shuttle Service **	\$18,000
GOLD	
Show Floor Education Lab	\$15,000
Seminar Program	\$15,000
SILVER	
Afternoon Reception	\$6,000
Aisle - Hanging Banner & Floor Decal	\$6,000
Expert Interview Series	\$6,000
Property Management Roundtable	\$6,000
Product Demonstration	\$6,000
Seminar Presentation	\$6,000
Safety & Life Zone	\$6,000
Energy Performance Zone	\$6,000
BRONZE	
Coffee Break	\$5,000
Mobile App	\$5,000
State-of-the-Market Report	\$5,000

**POSITION YOUR COMPANY AS
A LEADER IN THE INDUSTRY:**

- **Review** sponsorship opportunities.
- **Identify** a sponsorship that fits your current marketing plan.
- **Enjoy** sponsorship benefits to a targeted audience of property managers, building owners, developers and facility managers - **exposure starts immediately.**

****Exposure generated
across 4 shows:**

Construct Canada
PM Expo
HomeBuilder & Renovator Expo
World of Concrete Pavilion

**To discuss which Sponsorship
fits with your current marketing
strategy, contact:**

Jeff Ingram, Director of Sales
T: 416-512-3811
E: jeff.ingram@informa.com
W: PMExpo.com

PM Expo is part of The Buildings Show, North America's largest exposition, networking and educational event for design, construction and real estate.

PLATINUM - SOCIAL MEDIA LOUNGE

\$20,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 1,000,000 impressions across Canada
- Brand exposure across PM Expo, Construct Canada, HomeBuilder & Renovator Expo and World of Concrete Pavilion
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers
- Social media lounge sponsor recognition in over 300,000 Seminar Previews and Attendee Planners

ONLINE ADVERTISING

- Corporate logo displayed throughout eMarketing campaigns
- Corporate logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Detailed sponsor page with 100 word write-up (to be provided by you) and a direct link to your corporate website
- Social media lounge sponsor recognition, multiple times leading up to the event across Twitter and LinkedIn

75 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



SOCIAL MEDIA LOUNGE

- Logo exposure on the social media wall, a 4'x6' LCD screen in the lounge
- Dedicated lounge for networking in a high-traffic area on Level 700
- Attendees will be able to view live social media conversations throughout the event

BANNERS/SIGNAGE

- Logo displayed on 14 banners throughout the Convention Centre
- Exhibit space identified with signage as a sponsor

SHOW MOBILE APP

- Sponsor section: Corporate logo, profile, booth number, website and social media details
- Exhibitor section: Corporate logo

SHOW GUIDE EXPOSURE

- 1 Full-page, 4-colour print ad
- Logo exposure on the sponsor dedication page
- Bold listing in the directory and highlighted in the official Show floorplan
- Expanded company profile in the directory
- Social media lounge feature
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

PLATINUM - ATTENDEE REGISTRATION \$18,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 1,000,000 impressions across Canada
- Brand exposure across PM Expo, Construct Canada, HomeBuilder & Renovator Expo and World of Concrete Pavilion
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed on the registration badge and online registration system
- Logo displayed throughout eMarketing campaigns including a dedicated email of the print at home badge sent to all pre-registered attendees
- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website and social media details listed in the sponsor and exhibitor section of the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading the event across Twitter and LinkedIn

75 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



HIGH PROFILE REGISTRATION KIOSKS

- Logo prominently displayed on six of the high profile registration kiosks on Level 600

BANNERS/SIGNAGE

- Logo displayed on 14 banners throughout the Convention Centre
- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1 Full-page, 4-colour print ad
- Logo exposure on the sponsor dedication page
- Bold listing in the directory and highlighted in the official Show floorplan
- Expanded company profile in the directory
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

PLATINUM - PARKING & SHUTTLE

\$18,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 1,000,000 impressions across Canada
- Brand exposure across PM Expo, Construct Canada, HomeBuilder & Renovator Expo and World of Concrete Pavilion
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed on the Parking & Directions web page
- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website and social media details listed in the sponsor and exhibitor section of the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading up to the event across Twitter and LinkedIn

75 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



SHUTTLE BUS

- Logo prominently displayed on the front and side of the shuttle buses used to move Show visitors from the various "Free Parking Lots" to the Metro Toronto Convention Centre

PARKING VOUCHER & COUNTER

- Logo prominently displayed on 5,000 vouchers
- Logo prominently displayed in the registration area (Level 600) at the counter where show visitors pick up their free parking voucher

BANNERS / SIGNAGE

- Logo displayed on 14 banners throughout the Convention Centre
- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1 Full-page, 4-colour print ad
- Logo exposure on the sponsor dedication page
- Bold listing in the directory and highlighted in the official Show floorplan
- Expanded company profile in the directory
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

GOLD - SHOW FLOOR EDUCATION LAB

\$15,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 1,000,000 impressions across Canada
- Brand exposure across PM Expo, Construct Canada, HomeBuilder & Renovator Expo and World of Concrete Pavilion
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed on a dedicated Education Lab page
- Logo displayed throughout educational eMarketing campaigns
- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website, social media profiles, seminar details displayed in the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading up to the event across Twitter and LinkedIn

50 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



EDUCATION EXPOSURE

- Host an educational program of 4 X 30 minute professionally recorded sessions in a branded Show Floor environment, with a capacity of 50/session

BANNERS / SIGNAGE

- Logo displayed on 9 banners throughout the Convention Centre
- Logo prominently displayed on the large overhead head banner and podium at each session
- Exhibit space identified with sponsor signage

SHOW GUIDE ADVERTISEMENT

- 1 Full-page, 4-colour print ad
- A dedicated Education Lab feature
- Logo exposure on the sponsor dedication page
- Bold listing in the directory and highlighted in the official Show floorplan
- Expanded company profile in the directory
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018
- Demonstrations will be professionally recorded, edited, published and promoted on **www.BuildingsCanada.com**; social media channels and e-communications, including the monthly

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

GOLD - SEMINAR PROGRAM

\$15,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 1,000,000 impressions across Canada
- Brand exposure across PM Expo, Construct Canada, HomeBuilder & Renovator Expo and World of Concrete Pavilion
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed on your dedicated seminar pages
- Logo displayed throughout educational eMarketing campaigns
- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website, social media profiles, seminar details displayed in the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading up to the event across Twitter and LinkedIn

50 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



SEMINAR EXPOSURE

- Moderator of each seminar to acknowledge and thank your company for sponsoring up to four (4) seminars
- Logo prominently displayed on the podium at each seminar

BANNERS / SIGNAGE

- Logo displayed on 9 banners throughout the Convention Centre
- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1 Full-page, 4-colour print ad
- Logo exposure on the sponsor dedication and seminar program pages
- Bold listing in the directory and highlighted in the official Show floorplan
- Expanded company profile in the directory
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

SILVER - AFTERNOON RECEPTION

\$6,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 500,000 impressions across Canada
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website and social media details in the sponsor and exhibitor section of the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading up to the event across Twitter and LinkedIn

25 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



CO-SPONSOR SHOW FLOOR RECEPTION

- Logo displayed on 500 refreshment tickets for your company to distribute onsite. Each ticket entitles attendees to a complimentary draft beer or soft drink
- Logo displayed (along with all Afternoon Reception Sponsors) on 10,000 refreshment tickets distributed by Show Management to seminar attendees to encourage them to visit the Show Floor

BANNERS / SIGNAGE

- Logo displayed on 2 banners throughout the Convention Centre
- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1/2-page, 4-colour print ad
- Logo exposure on the sponsor dedication page
- Bold listing in the directory and highlighted in the official Show floorplan
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

SILVER - AISLE HANGING BANNER & FLOOR DECAL • \$6,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 500,000 impressions across Canada
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website and social media details in the sponsor and exhibitor section of the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading up to the event across Twitter and LinkedIn

25 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



AIISLE BANNERS

- Logo suspended from the bottom of two numbered aisle banners hanging from the ceiling of the exhibit hall above the Show floor that are visible to all show visitors

FLOOR DECALS

- Logo displayed on four 3' x 3' floor decals placed in the cross aisles of the Show floor
- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1/2-page, 4-colour print ad
- Logo exposure on the sponsor dedication page
- Bold listing in the directory and highlighted in the official Show floorplan
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

SILVER - EXPERT INTERVIEW SERIES

\$6,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 500,000 impressions across Canada
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo displayed on the Interview Series web page
- Logo displayed throughout educational eMarketing campaigns promoting the interviews
- Logo, profile, booth number, website, social media profiles, interview details displayed in the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading up to the event across Twitter and LinkedIn

25 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



INTERVIEW HOST

- Host the live Expert Interview Series. Experts from the Seminar Program will be invited to participate based on the popularity and importance of their topic

BANNERS / SIGNAGE

- Logo displayed on 2 banners throughout the Convention Centre
- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1/2-page, 4-colour print ad
- Logo exposure on the sponsor dedication page and Expert Interview Series feature
- Bold listing in the directory and highlighted in the official Show floorplan
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018
- Interviews will be professionally recorded, edited, published and promoted on www.BuildingsCanada.com; social media channels and e-communications, including the monthly newsletter

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to you to measure the value of the sponsorship and present to your marketing team for review

SILVER - PROPERTY MANAGEMENT ROUNDTABLE

\$6,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 1,000,000 impressions across Canada
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers
- Logo visible on printed invitations to the Property Management Roundtable, sent to all Principal members of BOMA Toronto

ONLINE ADVERTISING

- Logo displayed on the Property Management Roundtable web page
- Logo displayed throughout educational eMarketing campaigns promoting the Roundtable
- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website, social media and Roundtable details in the sponsor and exhibitor section of the app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading up to the event across Twitter and LinkedIn

10 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor including 10 tickets to attend the Property Management Roundtable



ON-SITE EXPOSURE & BENEFITS



PROPERTY MANAGEMENT ROUNDTABLE

- Logo on the panelist Powerpoint presentation acknowledging your company sponsorship of the event
- Verbal acknowledgement of your company sponsorship
- Logo on tent cards placed on tables in the conference room

BANNERS / SIGNAGE

- Logo displayed on a large tension wall above the main stage, outside the seminar room and 2 in the PM Expo exhibit hall
- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1/2-page, 4-colour print ad
- Logo exposure on the sponsor dedication page and Roundtable feature
- Bold listing in the directory and highlighted in the official Show floorplan
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

SILVER - PRODUCT DEMONSTRATIONS

\$6,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 1,000,000 impressions across Canada
- Brand exposure across PM Expo, Construct Canada, HomeBuilder & Renovator Expo and World of Concrete Pavilion
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed on the dedicated Innovative Product Demonstrations pages
- Logo displayed throughout educational eMarketing campaigns
- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website, social media profiles, demonstration details displayed in the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading up to the event across Twitter and LinkedIn

25 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



INNOVATIVE PRODUCT DEMONSTRATIONS

- Present a pre-approved and professionally recorded 30 minute demonstration to an audience of influential buyers and decision-makers on the Show floor

BANNERS / SIGNAGE

- Logo displayed on the large overhanging demo banner and directional signage
- Logo prominently displayed on the podium during your demo
- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1/2-page, 4-colour print ad
- Logo exposure on the sponsor dedication page and recognition in the demo feature
- Bold listing in the directory and highlighted in the official Show floorplan
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018
- Demonstrations will be professionally recorded, edited, published and promoted on **www.BuildingsCanada.com**; social media channels and e-communications, including the monthly newsletter

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to you to measure the value of the sponsorship and present to your marketing team for review

SILVER - SEMINAR PRESENTATION

\$6,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 1,000,000 impressions across Canada
- Brand exposure across PM Expo, Construct Canada, HomeBuilder & Renovator Expo and World of Concrete Pavilion
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed on your dedicated seminar page
- Logo displayed throughout educational eMarketing campaigns
- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website, social media profiles, seminar details displayed in the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading up to the event across Twitter and LinkedIn

25 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



SEMINAR PARTICIPATION

- Present a non-advertorial, pre-approved and professionally recorded topic to an audience of influential buyers and decision-makers of the design, construction and real estate industries

BANNERS / SIGNAGE

- Logo displayed on the seminar room and podium
- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1/2-page, 4-colour print ad
- Logo exposure on the sponsor dedication page and recognition in the demo feature
- Bold listing in the directory and highlighted in the official Show floorplan
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018
- Demonstrations will be professionally recorded, edited, published and promoted on www.BuildingsCanada.com; social media channels and e-communications, including the monthly newsletter

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to you to measure the value of the sponsorship and present to your marketing team for review

SILVER - SAFETY & LIFE ZONE

\$6,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 500,000 impressions across Canada
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

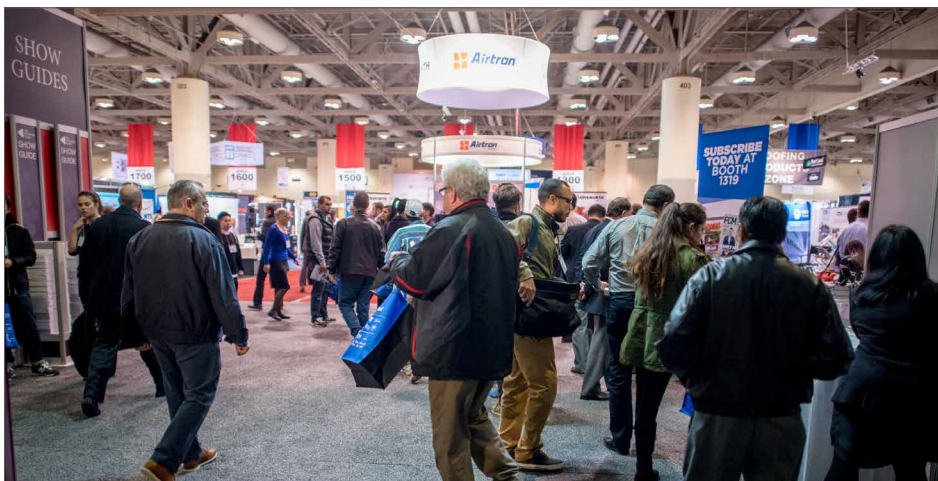
- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website and social media details in the sponsor and exhibitor section of the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading up to the event across Twitter and LinkedIn

25 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



BANNERS / SIGNAGE

- Logo displayed on a large banner above the Roofing Zone
- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1 full-page, 4-colour print ad
- Logo exposure on the sponsor dedication page and featured zones
- Bold listing in the directory and highlighted in the official Show floorplan
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

SILVER - ENERGY PERFORMANCE ZONE

\$6,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 500,000 impressions across Canada
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

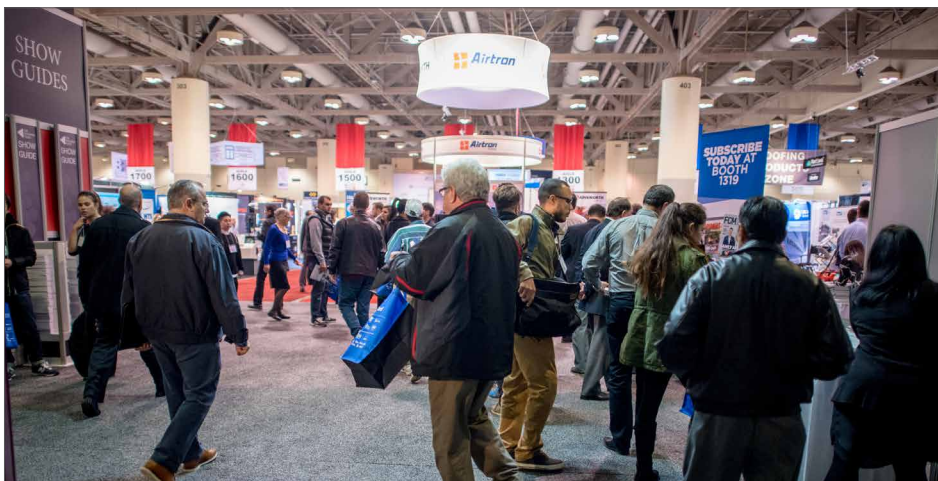
- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website and social media details in the sponsor and exhibitor section of the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website
- Sponsor recognition multiple times leading up to the event across Twitter and LinkedIn

25 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



BANNERS / SIGNAGE

- Logo displayed on a large banner above the Steel Zone
- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1 full-page, 4-colour print ad
- Logo exposure on the sponsor dedication page and featured zones
- Bold listing in the directory and highlighted in the official Show floorplan
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

ATTENDEE DATABASE

- Delivery of the PM Expo 2017 database of attendees by December 20, 2017 (Due to Privacy Legislation, email addresses will not be provided)

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2018

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

BRONZE - COFFEE BREAK \$5,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 500,000 impressions across Canada
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Logo, profile, booth number, website and social media details in the sponsor and exhibitor section of the mobile app
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website

10 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



COFFEE BREAK EXPOSURE

- Logo prominently displayed on signage at designated coffee stations

BANNERS / SIGNAGE

- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1 third page, 4-colour print ad
- Logo exposure on the sponsor dedication page
- Bold listing in the directory and highlighted in the official Show floorplan
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2017

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

BRONZE - MOBILE APP

\$5,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 1,000,000 impressions across Canada
- Brand exposure across PM Expo, Construct Canada, HomeBuilder & Renovator Expo and World of Concrete Pavilion
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed on the mobile app page
- Logo displayed throughout all eMarketing campaigns
- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website

10 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS



MOBILE APP

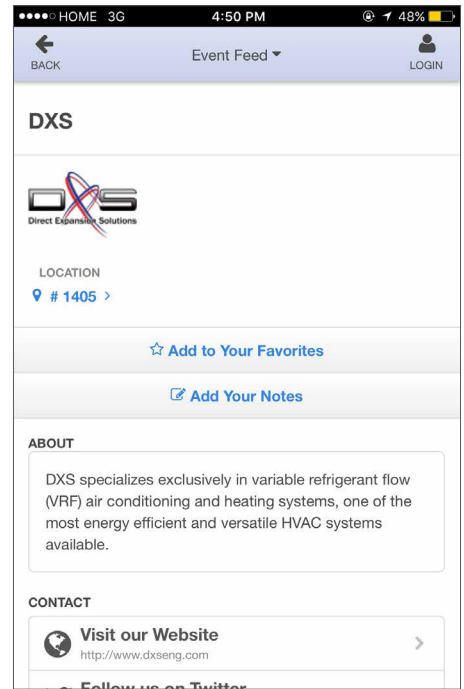
- Logo displayed on the splash page (first screen viewed by mobile app users)
- Logo displayed on a rotating banner at the top of the app screen. The banner can be linked to your company profile within the app or to an external website
- Logo, profile, booth number, website and social media details in the sponsor and exhibitor section

BANNERS / SIGNAGE

- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1 third page, 4-colour print ad
- Logo exposure on the sponsor dedication page
- Bold listing in the directory and highlighted in the official Show floorplan
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building



POST-SHOW EXPOSURE & BENEFITS

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2017

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review

BRONZE - STATE OF THE MARKET REPORT \$5,000



PRE-SHOW EXPOSURE & BENEFITS

NATIONAL ADVERTISING

- Logo exposure across print and digital collateral with more than 1,000,000 impressions across Canada
- Reach a targeted audience of building owners, property managers, facility managers, building engineers, interior designers, developers, renovators, contractors, architects, contractors, engineers and specifiers

ONLINE ADVERTISING

- Logo displayed throughout the Show website as a rotating graphic and on the sponsors page
- Detailed sponsor page with 100 word write-up and a direct link to your corporate website

10 VIP PASSPORTS

- Each pass will entitle the recipient, your client, to attend two full days of seminars of their choice and free admission to the Show Floor



ON-SITE EXPOSURE & BENEFITS

STATE OF THE MARKET REPORT

- Creation of a State of the Market Report based on interviews conducted with your company specialists as well as innovative solutions, latest technologies, market trends, case studies and current challenges presented at PM Expo

BANNERS / SIGNAGE

- Exhibit space identified with signage as a sponsor

SHOW GUIDE ADVERTISEMENT

- 1 third page, 4-colour print ad
- Logo exposure on the sponsor dedication page

- Bold listing in the directory and highlighted in the official Show floorplan
- Distribution at registration on Level 600; at the information booth on Level 700, at three entrances to the Show Floor on Level 800 and throughout the North Building

POST-SHOW EXPOSURE & BENEFITS



LONG-TERM PLAN INCLUDES

- \$25.3 billion for urban transportation infrastructure**
- \$21.9 billion for green infrastructure**
- \$21.9 billion for social infrastructure**

Written By
Andrew Brooks

The fortunes of the construction industry in Canada are directly affected by domestic and global economic factors, shifting demographic patterns, and changing public-sector policies and priorities. Trying to get a handle on all the variables and anticipate where the industry will be even a few short years down the road is a challenge.

But in spite of negative factors such as global economic uncertainty, the outlook for construction in Canada over the next few years could be positive. One big plus is the federal government's plan to boost infrastructure spending. Ottawa's 2016 budget included an immediate \$11.9 billion investment in infrastructure. Its "Fall Economic Statement," released a few months later, includes plans for a further \$81 billion in infrastructure spending through 2027-28, along with the establishment of the Canada Infrastructure Bank to promote investment, planning and delivery.

The long-term plan includes \$25.3 billion for urban transportation infrastructure, \$21.9 billion for green infrastructure and \$21.9 billion for social infrastructure.

Together with existing investments, the total infrastructure commitment by the government will add to more than \$160 billion.

"There's large infrastructure work happening in every major city across Canada," says Mark Casaleto, president of ConstructConnect. Casaleto notes that extensive mass transit commitments have been made in major centres like the GTA, Ottawa, Montreal and Vancouver. In addition to large-scale road and highway work across the country, bridges are also on the radar. Casaleto singles out the Champlain Bridge in Montreal and the Gordie Howe International Bridge connecting Windsor to Detroit.

In his "Global Construction Outlook" presentation at The Buildings Show 2016, Casaleto noted that despite a still sluggish Canadian economy, the cancellation of massive oil and gas projects and a persistent national trade imbalance, 2017 is expected to see a 6.8% rise in total construction starts. This will be driven mainly by an 8.9% surge in residential starts. However, civil engineering starts (5.1%) and non-residential assets (5.7%) will pull their weight too.

When it comes to major investments, Casaleto's presentation showed western Canada continuing to lead the nation, with an impressive \$225.9 billion of projects contemplated, in planning or potentially soon to be bid. This sum is largely accounted for by mining, oil, pipelines, LNG and natural gas projects, although infrastructure also plays a big role.

Atlantic Canada comes next at \$45 billion, with resources again a huge slice of the pie. Infrastructure plays a larger role in the \$19.4 billion in Ontario and \$2.7 billion in Quebec, as you'd expect where the largest population concentrations and urban centres are located.

Obviously nothing is cast in stone when you predict the future of an industry as dynamic and complex as construction. But there are enough positive factors and hard numbers, and enough optimism on the part of expert observers, to justify an upbeat forecast on Canada's construction industry over the next few years.

STATE OF THE MARKET REPORT

WWW.THEBUILDINGSHOW.COM | 2

WEBSITE

- Company profile posted on the PM Expo and Buildings Canada websites until August 31, 2017
- Publishing and promotion of the report on www.BuildingsCanada.com; social media channels and e-communications, including the monthly newsletter

POST-SHOW REPORT

- A detailed report of all deliverables will be provided by January 31, 2018 for you to measure the value of the sponsorship and present to your marketing team for review