



THE  
BUILDINGS  
SHOW

pm  
EXPO

Dec. 4 - 6, 2019

Metro Toronto  
Convention Centre  
South Building

# Exhibiting Opportunities

thebuildingsshow.com



**BOMA**  
Toronto  
Inspired leadership since 1917

**ACMO**

**CABA**

**frpo**  
Federation of Real Estate  
Professionals of Ontario

Greater Toronto  
Apartment Association

**Real Estate Institute of Canada**  
Institut canadien de l'immeuble



pm  
EXPO

## Transform. Build. Innovate.

Boost your business with face to face contact and grow your client base through:

- Increased market share
- Engaging and interactive exhibits
- Designated networking spaces & meeting lounges
- New product showcases
- Thought leadership opportunities



## Meet Hundreds of Qualified

- Property Managers
- Facility Managers
- Asset Managers
- Building Owners
- Developers
- Operators



# Meet Building Owners, Managers & Operators



## International Property Management Exposition & Conference

Property management exposition & conference is Canada's meeting place for property managers, building owners, property developers, property development consultants, urban planners, major contractors, project management companies, banks and financial institutions.

### Exhibitor Categories

- Advanced Construction Technologies
- Building Automation Controls & Systems
- Building Exteriors, Thermal & Moisture Protection
- Building Supply
- Communication Systems
- Concrete Products & Materials
- Property & Asset Management Services
- Decks, Decking, Landscaping & Parking
- Design Products & Finishes
- Educational Services / Industry Association & Government
- Educational Services / Publications / Industry Associations
- Electronics / Technology
- Energy Management & Power
- Environmental Services
- Flooring and Floorcoverings
- HVAC & Mechanical Systems
- IT Solutions for Asset, Facilities & Property Management
- Kitchen, Bath & Plumbing Systems
- Laminate / Solid Surfaces
- Lighting
- Maintenance Services & Products
- Restoration Products and Services
- Roofing
- Security & Life Safety
- Signage
- Specialties
- Steel & Metal Products
- Waste Management
- Windows & Doors / Solariums & Skylights

### Attendees

- Property Management
- Building Owner/Developer
- Facility Management
- Building Operations
- Industry Personnel
- HVAC / Building Engineer
- PM Government
- Plant Management
- Asset Management
- Real Estate Broker
- Real Estate Financing
- Real Estate Government
- Municipal / Economic Development Official
- Lawyer
- Interior Design

## BUILDINGS CONNECT

### International Residential Construction and Renovation Trade Show

Buildings Connect, presented by Colliers Proptech Accelerator powered by Techstars, will be showcased across all market sectors of The Buildings Show. Explore technology innovations and connect with transformation influencers at Construct Canada and PM Expo in the South Building and HomeBuilder & Renovator Expo and World of Concrete Toronto Pavilion in the North Building.

### Exhibitor Categories

- Real Estate Technology
- Smart Technology
- Property Technology (Proptech)
- Retail Technology
- Design & Construction Technology
- Smart Buildings
- Smart City
- Smart Office
- Smart Home

### Attendees

- Technology Developers
- PropTech Investors
- Building Owners
- Real Estate Developers
- Architects
- Engineers
- Specifiers
- Property Managers
- Facility Managers
- Renovators
- Contractors
- Interior Designers
- Brokers
- Tenants
- Policy Makers
- Media Influencers

# Exhibiting Opportunities

## Why Your Company Should Exhibit

- Make face-to-face contact with builders, developers, contractors, engineers, architects, specifiers, building owners and property managers.
- 60% of marketing executives said the unique value of exhibitions is access to a large number of prospects and customers over a very short time. \*Statistic from the Changing Environment of Exhibitions Study.
- Generate highly-targeted leads with qualified and serious buyers and decision-makers to help increase sales.
- Build a more established and qualified brand.
- Discover your next new partnership or business opportunity.
- Launch new products and unveil new marketing strategies through engaging exhibits, in-booth demonstrations and expert-led seminars.
- Renew personal contact with existing and former clients.
- Secure a prime location in the newly energized floor plan.

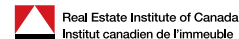
## Strong Attendance Promotion

Promotional campaigns extend across Canada and include:

- Distribution of more than 250,000 complimentary VIP and general admission passes to professional associations, sponsors, publications, and exhibitors.
- Pre-show advertising, editorial tie-ins and invitation insertions in over 32 leading magazines and trade publications serving the construction and real estate sectors.
- Over 200,000 attendee planning guides and seminar previews mailed directly to builders, developers, contractors, engineers, architects, specifiers, building owners and property managers across Canada.
- Targeted Google ads, emails and social media campaigns to promote specific elements of the Show to a targeted audience with over 10,000,000 impressions.
- Extensive use of the dynamic Show website and Buildings Canada portal with over 150,000 unique visitors Sept - Dec.

## Your Industry is Here to Support

Over 100 strong partnerships with industry associations and media including:



# Booth Fees & Information

## Included in Your Booth Rental

- Detailed corporate listing on the Show website and Buildings Canada portal with a link to your corporate website
- Corporate listing in the Official Show Guide
- Unlimited invitations for your clients
- Unlimited exhibitor badges for your booth staff
- Exhibitor workshop
- Online exhibitor information available 24/7
- 24 hour perimeter security

## Booth Fees

- Exhibit space in increments of 100 sq.ft.
- \$36 / sq.ft.
- 10% premium corners
- 20% additional charge for Island booths
- \$225 promotional listing
- \$225 exhibitor insurance fee (refundable upon receipt of proof of valid insurance)

## Supplier Services Costs (if required)

*\*Prices are approximate and subject to change according to individual suppliers and order date.*

- |  |                   |
|--|-------------------|
| • Tables: 4' - 8' skirted                  | \$113 - \$167 ea. |
| • Chairs & Stools                          | \$107 - \$132 ea. |
| • Counters                                 | \$298             |
| • Electrical - Basic Outlet - 1500W / 120V | \$179             |
| • Lead Retrieval Scanners                  | \$400 +           |
| • Carpets - 10' x 10'                      | \$273             |
| - 10' x 20'                                | \$464             |
| • Booth Cleaning (per sq.ft.)              | \$0.25            |
| • Internet - Wifi                          | \$400 +           |
| • Parking Pass: 1 - 5 days                 | \$20 - \$90       |
| • Shell Scheme Exhibit Display (10' x 10') | \$925             |

*Shell Scheme includes: walls, carpet and header signage*

## Mandatory Exhibit Requirements

The following are not included in your booth rental fee:

- Carpet or approved alternate floor covering is mandatory. Exhibitors are responsible for carpeting their full floor space
- Adherence to booth guidelines. Exhibitors must supply their own exhibit display that has a completely finished back drop as there is no draping provided
- \$5,000,000 commercial general liability coverage is required
- Adherence to the Occupational Health & Safety Act

## Bulk Discounts

- 10% discount when booking space in both the North & South buildings. Discount will apply to the new or smaller space only

## Connect With



Commercial & Residential  
(Retrofit & Maintenance)

**Jeff Ingram**  
Director of Sales  
& Client Relations

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E: jeff.ingram@informa.com

# Access a Targeted Audience of Building Owners, Managers & Operators



# High Impact Marketing Tools

Maximize your Company's exposure to top decision makers through our various marketing sponsorship programs and digital packages including a number of new opportunities, VIP programs, meeting lounges, demonstration areas and more. Talk to us about your goals and budget and we'll customize a plan for great ROI.

## Sponsorship Program

- Boost your company's profile through diverse and targeted sponsorships including customized lounges, product showcases, networking receptions, educational presentations and roundtable discussions.

## Show Guide Advertising

- The Show Guide is a valuable tool used by attendees to source products, services and suppliers. Advertise to increase traffic to your booth and gain additional exposure throughout the year.

## Client Referral Program

- The Show has a comprehensive referral program that provides exhibitors with several no-cost ways of inviting clients and prospects to the Show.

## International Business Program

- Interested in exploring sales and marketing opportunities abroad. Learn about various international markets, speak to Canadian embassy representatives from the building sector, and meet international buyers from over 25 countries.

## Expert-led Seminars & Hands-on Product Demonstrations

- Be a thought-leader by leading a featured product demonstration on the Show Floor or by participating in the seminar program.

## Online Display Banner Ads

- Increase your online profile and drive traffic to your website through a BuildingsCanada.com featured home page and/or newsletter banner ad.

## Live & On Demand Webinars

- Host a live webinar presented by a speaker of your choice, on a topic of your choice as a teaser leading up to the Show.

## Discovery District Product Display

- Submit your new and innovative product for inclusion in our Discovery District. Selected products will be featured on the Show Floor in a prime location, across our communication channels and in our online Product Showcase until September 2019.

## Buildings Canada Portal

- Connect with clients and prospects year round through educational webinars and videos; latest news and market trends; conferences, exhibitions and workshops; and innovative products and services showcases.

"We have been a tradeshow participant at both PM Expo and PM Springfest for over 15 years. We attend not only to meet new clients but also engage with our existing clients and various association members."

Pinchin

"Our company has been involved with the Show since 2014 and every year we find great value in participating. We have received many leads from meeting people and great value in hosting learning seminars. We look forward to this year's Show!"

HTS

"The 2018 edition of the show continued to demonstrate the value of the show that I've come to expect. As an Exhibitor and Sponsor, the show continues to deliver high quality traffic that we count on to market and sell our services to the Property Management industry leaders in Canada."

Crawford Compliance

"As a lighting manufacturer that has helped light up Canada for over 100 years, connecting with property managers and the building community is important to us and the PM Expo continues to deliver an excellent trade show allowing us to engage with new and existing partners."

LEDVANCE