



**2023 IIBEC BUILDING
ENCLOSURE SYMPOSIUM**

Exhibitor & Sponsorship Prospectus

**SEPTEMBER
29-30, 2023
ORLANDO, FL**



Join Us



Join an expected 300 consultants, architects, engineers, design professionals, and other experts who specialize in roofing, waterproofing, windows, cladding, and other exterior wall technologies to exchange knowledge, expertise, and the latest advancements in roofing technology. Attendees design building enclosure projects (commercial roofing, facades, and building waterproofing) and advise building owners on management of their enclosure, leading to the direct purchase of millions of dollars' worth of product procurement annually.

Target Audience

- Building enclosure design professionals who specialize in
 - Roofing
 - Waterproofing
 - Exterior walls
 - Building Commissioning
- Architectural Engineers
- Facility Managers
- Building Owners
- Engineers
- Architects
- Asset Managers



BES Demographics



362 On-site Attendees
in 2019 (In-person)

292 On-site attendees
in 2022 (In person)



2022 in-person exhibitors

air barrier
abaa
association of
america



ATAS International, Inc.
Sustainable Building Envelope Technology



Exhibitor Opportunities

Tabletop Fees

Reserve your exhibit space to showcase your company's latest products, services, and technology. View the floor plan on page 8.

Member*	\$2,250
Non-member	\$2,750

Tabletop Fees Include:

- Two Full Conference Registrations
- One Skirted 30"×8" Table
- Two Chairs

*IIBEC members are individuals rather than corporations. To qualify for the member rate, this contract must be associated with a current IIBEC member employed by the exhibiting Company. Employee's member number must be included on the application.

Important Exhibitor Dates*

INSTALLATION/MOVE-IN

Thursday, September 28; 1:00 p.m.-6:30 p.m.

EXHIBIT

Friday, September 29; 7:00 a.m. - 6:00 p.m..

Saturday, September 30; 7:30 a.m. - 3:30 p.m..

DISMANTLE

Saturday, September 30; 3:30 p.m. - 7:00 p.m.

*Times and dates are subject to change. Please refer to website or mobile app for the most up-to-date schedule.

Why Exhibit at BES+?

- A company listing on www.IIBEC.org
 - Access to hundreds of building enclosure professionals who specify millions in building products annually, and architectural engineers who engineer and design buildings and building systems
 - 2 full-conference registrations
 - Listing of IIBEC's 2023 Building Enclosure Symposium registrants:
 - The pre-registration list (opt-in only) will be sent to exhibitors three weeks prior to the event date
 - The final registration list (opt-in only) will be sent to exhibitors within two weeks of event completion
 - Signage at event
 - Prominently recognized in pre/post-conference IIBEC membership marketing and social media campaigns
 - Thank-you page in *IIBEC Interface*, IIBEC's technical journal
 - Acknowledgement at general sessions
 - Prominently recognized on-site print/digital promotional materials
 - IIBEC priority points
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Exhibitor Guidelines

Exhibitors must represent products and services that promote the building enclosure industry. Exhibitors may not permit any other party to exhibit in their space, any goods other than those manufactured or distributed by the contracting exhibitor, nor permit the solicitation of business by others within their booth space.

Exhibitor Registrations

Exhibitors will have access to the Exhibitor Service Center to register booth staff and to purchase additional exhibitor registration(s).

Hotel Reservations

Exhibitors will receive a link to reserve hotel rooms at the [Rosen Shingle Creek Resort](#) once they have registered for the conference. Hotel rooms at the group rate are reserved for registered attendees only.

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Contract Process and Deadline

All tabletop exhibit contracts can be submitted using the [online form](#). Only completed contracts accompanied by payment will be considered.

Exhibitor Cancellation Policy

The cancellation policy is as follows:

- On or before June 29, 2023: 50% of contracted fee.
- After June 29, 2023: No refund.

Notification of cancellation must be in writing on company letterhead, postmarked by June 29, 2023, and mailed to Arissa Cooper or sent via email to acooper@iibec.org by June 29, 2023.

Refunds are subject to a \$100 processing charge. The credit card used for payment will be refunded within 30 days of notice of cancellation.

Sponsorship Opportunities

All sponsorships include:

- Company logo featured on the event page on www.IIBEC.org
- Company logo incorporated into the on-site slideshow, and at bottom of promotional e-blasts for the duration of the event, beginning upon receipt of signed contract and payment of deposit
- Sponsor ribbons for all company employees to wear on their meeting badges
- Recognition on event signage
- Social media recognition
- Recognition in *IIBEC Interface*, technical journal of IIBEC

All sponsorship contracts can be submitted using the [online form](#).

Friday or Saturday Lunch with 30-minute Product Demo

\$9,500 Exclusive Opportunity

Lunch keeps attendees in the exhibit hall to do business. This is an excellent opportunity to generate interest about your company and its products. Attendees are always on the lookout for what is new and exciting in the industry. Your company will have 30 minutes to discuss and demo their product.

Conference Technology Package (Wi-Fi)

\$7,500 Exclusive Opportunity

Technology is a necessity and is always right at everyone's fingertips... so let your brand gain multiple impressions through IIBEC's technology package. Be the exclusive sponsor of technology during the BES Symposium. Your company's name will be used as the user-name to access the wi-fi. In addition, you will receive recognition on the conference website and an inclusive sponsor sign at the registration, and on the program tri-fold.

Conference App

\$7,500 Exclusive Opportunity

The BES show mobile app is an essential and interactive day-planner for attendees to schedule networking, educational, and social events. As an exclusive sponsor, your corporate logo will stand prominently positioned, without competition, throughout the building enclosure symposium app users' experience. Your branding will be located on the landing page and as a footer ad on the mobile app. In addition, you will receive recognition on the conference website and an inclusive sponsor sign at the registration, and on the program tri-fold.

Thursday Evening Reception

\$5,000 each Exclusive Opportunity

Be the exclusive sponsor of Thursday evening's networking reception, which includes sponsor supplied one-color branded napkins to be predominantly displayed at the bars and cocktail roundtables during the reception. In addition, the sponsor will have an opportunity to provide additional company-branded items throughout the reception.

Friday Evening Reception

\$5,000 Exclusive Opportunity (SOLD)

Be the exclusive sponsor of Friday evening's networking reception, which includes sponsor supplied one-color branded napkins to be predominantly displayed at the bars and cocktail roundtables during the reception. In addition, the sponsor will have an opportunity to provide additional company-branded items throughout the reception.

Breakfast

\$3,000 each Two Available

Start the day off right by sponsoring one or both breakfasts during the symposium! The sponsor can provide branded coffee cups and napkins to be displayed and used during breakfast.

Afternoon Coffee/Snack Breaks

\$3,000 Two Available

Give attendees the fuel they need to last through the day! Sponsor one or both coffee and snack breaks during the symposium. The sponsor can provide branded coffee cups and napkins to be displayed and used during afternoon coffee and snack breaks.

Morning Coffee Breaks

\$2,000 Two Available

Give attendees the fuel they need to last through the day! Sponsor one or both coffee breaks during the symposium. The sponsor can provide your company's logo on branded coffee sleeves where they will be predominately displayed on each coffee station.

Lanyards

\$2,500 Exclusive Opportunity

Have your company's logo seen on everyone, and by everyone, with this stylish sponsorship opportunity. Your company's one-color logo will be featured on the exclusive symposium lanyard.



2023 Program Committee

Jared Lawrence
Chair
Terracon
Troy, Michigan

Joseph Bukovec
Thornton Tomasetti Inc
North Haven, Connecticut

Wendy Fraser
Canadian Roofing
Contractors Association
Ottawa, Ontario, Canada

Sandy Hembroff
Alberta Technical
Construction Services Inc.
Edmonton, Alberta,
Canada

Ryan Krug
Lerch Bates
Edens Prairie, Minnesota

Samuel LaRoche
BC Building Science Ltd.
New Westminster, British
Columbia, Canada

Kristen Navaid
Walker Consultants
Hoffman Estates, Illinois

Michel Paulin
Fishburn Sheridan &
Associates Ltd
Ottawa, Ontario, Canada

Jay Rodriguez
Market Makers Inc
Austin, Texas

Scott Toller
Corgan Architects
Roanoke, Texas

Craig Wetmore
York Manufacturing
Sanford, Maine

Jean-Loup Yale
EXP Global Inc.
Terrebonne, Quebec,
Canada

BES+

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BUILDING ENCLOSURE CONSULTANTS