

2019 CONSTRUCTION INDUSTRY CONFERENCE

EXHIBITOR PROSPECTUS

WEDNESDAY, OCTOBER 23, 2019

CONFERENCE ACTIVITIES

- Meet primes, developers, public and private project owners
- Network with hundreds of potential business partners
- Attend industry focused business workshops
- Book private meetings with decision makers
- Find out about upcoming projects
- Meet with Exhibitors

...And Much More Await You At This Year's Conference



Studio Movie Grill, 210 W. 87th Street, Chicago, IL 60620



10:00AM-3:00PM



Get Complete Details and Register at www.ConstructionConference.net

2019 CONSTRUCTION INVITATION TO BECOME AN EXHIBITOR INDUSTRY CONFERENCE

HERE ARE A FEW OF THE INDUSTRIES WHO CAN BENEFIT FROM EXHIBITING

- ▶ General/Prime Contractors ▶ Construction Suppliers ▶ Developers ▶ Real Estate
- ▶ Sureties ▶ Computers ▶ Clothing ▶ Software ▶ Government ▶ Insurance ▶ Municipalities
- ▶ Automotive & Trucks ▶ Banks and Financial Institutions ▶ Colleges & Universities
- ▶ Consumer Brands ▶ Communications and Mobile Brands ▶ Engineering, Design, Architecture Firms

We are pleased to invite your organization to participate in the 7th Annual **Construction Industry Conference (CIC) Wednesday, October 23, 2019 in Chicago, IL.** **CIC** has become an important event for targeting business owners who recognize the value that is provided through their participation.

This conference serves the needs of a huge number of construction and professional services businesses who attend looking to connect with firms like yours.

CIC provides best practice approaches for construction, architecture, design and engineering business owners and their key staff to equip them with procedures and tactics to operate their businesses more efficiently. **CIC** also provides insights on how to identify, bid on and secure government, private sector and prime contractor contracts.

If your organization sells products and services or has procurement opportunities, you'll want to be sure to exhibit at the **2019 Construction Industry Conference (CIC)** where hundreds of business owners and key managers in the construction industry will attend.

The one-day conference offers **Procurement Opportunities, Education Sessions, Networking Activities, an Exhibit Floor** and **Private Engagement Sessions.** We once again recognize an individual/s with the **Vanguard Award.**

The **Private Engagement Sessions** appointments run at various times during the day allowing attendees to spend vital one-on-one time with participating organizations. These sessions allow attendees to begin a dialogue opening the door for the formation of future business relationships. We invite your organization to participate in these sessions where you can meet and engage with a variety of different firms. You will find a place on the **Commitment Form** at the end of this package where you can indicate your interest in participating. Any firm interested in connecting with firms

attending this conference, should participate in the Private Engagement Sessions. Additional information can also be found on our website.

Through your **Participation**, your organization will benefit from exposure to this highly interested audience. You can promote your business or sell your products and services in an informational environment, away from the competition of everyday distractions. Our **Exhibiting** and **Advertising Opportunities** are outlined in this presentation.

If you are interested in having a greater presence and securing marketing and promotional benefits, consider **Sponsorship.** Contact me through either of the means below for details.

We look forward to hearing from you to further discuss your organization's participation in the **2019 Construction Industry Conference.**

I can be reached at **(312) 436-0301** or via email at **sfstantley@contractoradvisors.us** to address any questions.

Warmly,

Suzanne F. Stantley

Suzanne F. Stantley
CEO/Principal/Director

2010 CONSTRUCTION THE CONFERENCE INDUSTRY CONFERENCE

Construction Industry Conference (CIC) is a business conference designed to engage owners and key personnel within the construction industry and aligned professional services sectors.

The one constant of a free market economy is that customer preferences and demand drivers will continuously change. It is important to recognize the trends that ultimately shape the market, understand the impact they will have on business, and develop a proactive strategy to address the current market and prepare for the future. In today's market, some contractors are struggling to grab a foothold while others are gaining traction, building backlogs, running profitably, and gaining new areas of specialization.

Moreover, the majority of these firms, while operating as subcontractors often lack the know-how and business acumen of larger firms. Yet, despite the fact that the majority of these are smaller companies, subcontractors accomplish most of the construction performed throughout the country according to law firm Thomas, Feldman & Wilshusen, LLP, whose analysts estimate that sub - contractors perform 75 to 85 percent of all commercial construction.

The **Construction Industry Conference** supports the needs of these businesses by keeping them abreast of the newest concepts and processes to assist them in operating more effective businesses. There is no other more comprehensive resource available devoted to improving the operational skills and management acumen of these burgeoning businesses.

The attendance goal is 500 businesses.

The conference goals are:

- Provide an environment where businesses, suppliers and vendors can interact.
- Provide businesses with information, concepts and processes to assist them in operating more effectively and efficiently.
- Assist businesses in understanding how to seek out contracting and procurement opportunities and understand the nuances of this process.
- Assist businesses in forging working relationships between general contractors, contracting officers, project owners and suppliers.
- Encourage formation of working relationships between attendees.

Why You Should Exhibit

- Opportunity to engage targeted business owners and key managers at your exhibit area, during networking occasions or during private engagement sessions.
- Opportunity to introduce and demonstrate your products and services to attendees.
- Opportunity to sell your products and services, as on-site selling is permitted.
- Opportunity to identify partners for current and upcoming programs or projects.
- We will execute an on-going targeted attendee marketing campaign to more than 30,000 prospects for several months leading up to the conference.
- Company or logo listed on the official conference website and conference schedule given to all attendees onsite.
- Two full conference registrations per exhibit space.

2019 CONSTRUCTION CONFERENCE AREAS INDUSTRY CONFERENCE



PANELS AND WORKSHOPS

Provides best practices insights to construction and professional services firms on a host of construction industry disciplines, expand their knowledge and equip them with processes and strategies to operate more efficient businesses.



PRIVATE ENGAGEMENT SESSIONS (PES)

PES allow attendees to spend one-on-one time with exhibitor representatives, away from the exhibit floor. These encounters allow attendees to begin a dialogue opening the door for the formation of a future business relationship.



UPCOMING OPPORTUNITIES PRESENTATIONS

Participating organizations discuss their upcoming projects and how construction and/or professional services firms can participate.



CEO PANEL & LUNCHEON

When the top person in the organization presents a message, it generally is one that can be expected to be adhered to. This occasion brings in senior level execs to discuss their firms plans and their support of diversity and inclusion. The invitation only CEO luncheon happens just prior to the talk and gives invitees an opportunity to meet the CEOs face-to-face.



NETWORKING

Networking is great for sharing ideas and knowledge among peers, clients and others. Whether it's asking for feedback or discussing your point of view, it will help to see things from another perspective. Participants may find the next firm to team or joint venture with.


EXHIBIT FLOOR

The exhibit floor allows your firm to interact and engage with attendees throughout the day. The Exhibit Floor is free and open to all attendees.



VANGUARD AWARDS

This ceremony recognizes an individual/s who have consistently worked to provide opportunities for M/W/D/V firms and who have made a difference in this regard. More details inside. This event is open to all conference attendees.

 These are special events.

2010 CONSTRUCTION 2017 CONFERENCE PICTURES IN REVIEW INDUSTRY CONFERENCE

Workshops, exhibits, networking, private engagement sessions...AND MORE!!



2019 CONSTRUCTION INDUSTRY CONFERENCE

MARKETING AND PROMOTIONS

AS AN EXHIBITOR OF CIC YOUR BRAND OR COMPANY LOGO WILL RECEIVE TREMENDOUS EXPOSURE ON PRE-EVENT MARKETING, POSTCARDS, FLYERS, SOCIAL MEDIA AND EMAIL

Marketing is vital to reaching, informing and inciting prospects to attend CIC.

Our strategy for 2019 will include marketing to business owners in states contiguous to Illinois as well as extensive impressions delivered to those located in Illinois. Our tactics will include advertising, social media marketing, e-marketing, publicity, video placement and public appearances.

Locally, we will use PSAs, digital advertising and street level marketing.

Getting our message out, reaching our core audience and offering exciting incentives will aid our goal of increasing the number of firms who will attend CIC 2019 to 600.



2010 CONSTRUCTION 2018 SPONSORS AND EXHIBITORS INDUSTRY CONFERENCE

SPONSORS

 **RELATED**



EXHIBITORS



**Ragnar Benson
Construction**
A WILLIAM CHARLES COMPANY



CapitalPlus+
Construction Services



DPS DEPARTMENT OF
PROCUREMENT
SERVICES



UNIVERSITY OF ILLINOIS SYSTEM



ILLINOIS TOLLWAY:
MAKING A CONNECTION
TECHNICAL ASSISTANCE



McCormick
SQUARE • PLACE • STREET
McCOMB CONSTRUCTION GROUP, INC.

Illinois Department of Central Management Services

CMS

SBA

U. S. Small Business Administration



**FOREST
PRESERVES**
of Cook County



**Chicago
Public
Schools**



**Illinois
Department of Commerce
& Economic Opportunity**
Bruce Rauner, Governor



2019 CONSTRUCTION 2019 EXHIBITING AND ADVERTISING PRICING INDUSTRY CONFERENCE

Exhibit space package includes:

- Two exhibitor badges
- Two lunch tickets
- One exhibit table
- 1/4 inside page advertisement in Building Entrepreneur (*see page 10*)
- Logo listed on website

Additional meals are available for \$30.00 each which includes badge, continental breakfast and lunch.

EXHIBITOR FEES

• **Corporation: \$1,050**

• **Government & Institutions: \$800**

• **Corporate On/Site Signage Presence Exhibitor: \$1,500**

Display Notes: Pop-ups are permitted on the floor areas surrounding your exhibit space but it cannot extend more than 2' into the aisle.

A Show Kit, containing the conference rules and regulations will be forwarded by **October 1, 2019**.

DEADLINE: Exhibit Space Application deadline is October 15 or until space fills up.

BUILDING ENTREPRENEUR™

CIC has partnered with **Building Entrepreneur™** to provide an opportunity for exhibitors to advertise to construction and professional services businesses who will be in attendance and thousands who will not.

Building Entrepreneur™ is an industry resource for Business Owners and Stakeholders in the Construction, Architecture and Engineering industries, with emphasis on those who operate businesses with annual revenue less than \$40 million. It replaces the Conference Journal and extends exposure of your advertising message significantly (*details on page 10*).

Exhibitors receive a 1/4 page in the Winter issue which will be distributed at the conference. We have created a special offer that will allow you to increase your ad size.



Special Offer

Corporate exhibitors in the **2019 CIC** are being offered an opportunity to receive a 1/4 page ad with the purchase of your exhibit space.

Go to page 10 for details.

The **DEADLINE** to submit your ad material is **October 6th**.

NOTE THE AD IS A BONUS. Should you be unable to take advantage of this offer, you cannot discount anything off of your exhibit space.

Promote Your Business or Organization
Visit website for details, See address Below

DIVERSITY AND INCLUSION: POWERED
BY THE ILLINOIS TOLLWAY - DRIVEN
BY REGIONAL SOLUTIONS page 4

2018 VANGUARD
AWARD
RECIPIENTS page 7

NEW LEADERSHIP HELPS
SHAPE THE FUTURE OF
THEIR AGENCIES page 11

Building Entrepreneur

A MAGAZINE FOR
CONSTRUCTION, ARCHITECTURE
AND ENGINEERING FIRMS

Fall/Winter 2018



Jeff Heck
Executive Director
Capital Development Board



Jamie Rhee
Commissioner
Chicago Department of Aviation



Shannon E. Andrews
Chief Procurement Officer
City of Chicago

ILLINOIS A STATE OF DIVERSITY



Elizabeth Gorman
Executive Director
Illinois Tollway



Janice K. Jackson, EdD
Chief Executive Officer
Chicago Public Schools



Gustavo Giraldo
*Chief of Diversity and
Strategic Development*



Paul D. Kovacs, P.E.
Chief Engineering Officer
Illinois Tollway

www.BuildingEntrepreneur.com

2019 CONSTRUCTION INDUSTRY CONFERENCE

ADD-ON TO YOUR EXHIBITOR SPACE BY ADVERTISING

www.BuildingEntrepreneur.com

Building Entrepreneur Magazine Media Kit

Circulation

Building Entrepreneur will be distributed to:

**MORE THAN
50,000**

construction, architect
and engineering
business owners and
key employees

**MORE THAN
30,000**

Certified MBE,
DBE & WBE
firms

**MORE THAN
5,000**

Verified
Veteran
firms



- Construction supply and improvement stores
- Government and private sector contracting agencies
- Industry executives and procurement managers
- Prime contractors

**100%
OFF**

THE 1/4 PAGE AD IS FREE. SEE RATES BELOW...BUT YOU WON'T PAY THIS.

YOU GET A \$1,207 value for FREE. Discounts available on all size ads for the Fall/Winter issue. Contact the person listed on the Commitment Form at the end of this package.

DEADLINE FOR SUBMISSION OF AD AND EXHIBIT CONFIRMATION IS **OCTOBER 6th.**

Advertising Rates	1x	2x	3x	4x
Full Page	\$3,450.00	\$3,277.50	\$3,208.50	\$3,105.00
2-Page Spread	\$6,381.60	\$6,062.52	\$5,934.89	\$5,743.44
2nd/3rd Covers	\$4,312.80	\$4,097.16	\$4,010.90	\$3,881.52
4th Cover	\$5,520.00	\$5,244.00	\$5,133.60	\$4,968.00
Half Page	\$2,241.60	\$2,129.52	\$2,084.69	\$2,017.44
Quarter Page	\$1,207.20	\$1,146.84	\$1,122.70	\$1,086.48
Eighth Page	\$397.20	\$377.34	\$369.40	\$357.48

Pre-Payment Discount

By pre-paying for your advertisement at least

**30 days before
the issue date,**

we will provide an additional

5% discount

off of the rate card price.

Frequency Discount

Advertisers are encouraged to plan all placements in advance to garner the best rates and positioning.

We have extended frequency discounts of 5% for 2 consecutive issues, 7% for 3 consecutive issues and 10% for 4 consecutive issues, which are reflected in the rates above.

The discount is earned only upon fulfillment of the space commitment (as indicated on page 4) for your entire schedule. In the event the discounted rate applied to your order is not earned within the term of the contract, the rates will be adjusted to reflect the actual earned frequency and you will be invoiced for the difference.

2019 CONSTRUCTION EXHIBITOR COMMITMENT AGREEMENT INDUSTRY CONFERENCE

Payment can be made on our website www.ConstructionConference.net.

By completing this **COMMITMENT AGREEMENT**, it is understood that your firm is committing to exhibit at the **2019 Construction Industry Conference**. Tell) ☐ Corporate/For Profit Company Exhibitor (\$1,050)
☐ Government/Non-Profit Organization Exhibitor (\$800)

☐ Advertising (Add-on) Size Ad _____ ☐ Ad Cost _____

Please print or type your responses.

Company _____
(Will be listed exactly as provided on all conference materials)

Contact Person _____

Contact Email _____

Address _____

City, State, Zip _____

Contact Phone _____

Exhibitors are encouraged to supplement your exhibit with free standing signage and customized table covers. Nothing can be posted on the walls.

1. Will you bring your own tablecloth? ☐ Yes ☐ No
2. Will you have a representative to participate in **Private Engagement Sessions**? ☐ Yes ☐ No (see page 3 for details)
3. We would like to participate in **What's On the Horizon**? ☐ Yes ☐ No (see page 3 for details)

Please Note: Each participation comes with 1 table, 2 chairs and table sign.

PAYMENT INFORMATION—HOW WILL YOU PAY? ☐ Check ☐ Credit Card (Through our Website)

Payment is due within 30 days after of the submission date on your **COMMITMENT AGREEMENT** if before October 15, 2019. If signed after October 15, 2019, payment must accompany this signed **COMMITMENT AGREEMENT**. If paying by mail, send your payment to: **Contractor Advisors Business Development**, 1507 E. 53rd Street Suite 906, Chicago, IL 60615-4571. In the memo line write: **CIC Exhibiting**. Or, you can use our payment processor, PayPal, which can be accessed by visiting our website: www.ConstructionConference.net/exhibiting. **There is a small processing charge to use this method. If paying through PayPal, you must also email this Commitment Agreement to info@contractoradvisors.us. ALL FEES DUE BEFORE THE CONFERENCE.**

AGREEMENT

I, the undersigned, hereby submit this **Exhibitor Commitment Agreement** for participation in the **2019 Construction Industry Conference**. I commit I am an authorized representative of the company with the full power and authority to sign and deliver this Agreement. I understand that the participation benefits due us have been identified in the official **Exhibitor Prospectus** which I have read and am in agreement with. I understand that my signature on this Agreement creates a legally binding contract between Contractor Advisors Business Development Inc., a 501c3 non-profit corporation and the **2019 Construction Industry Conference** and my company identified above. I understand that there is no cancellation provision and if I desire to cancel I will be required to pay the entire exhibitor fee. I understand that photos taken of my staff or other company representatives during the conference may be used for conference promotions.

Authorized Officer's Name/Title: _____

Authorized Officer's Signature: _____ Date: _____

This form should be emailed to: **Contractor Advisors Business Development Inc.** at info@contractoradvisors.us. In the subject line write: **CIC EXHIBITOR COMMITMENT**. Upon receipt, you will receive a confirmation via email acknowledging our receipt of this form and/or your payment along with additional details on your participation. A Show Kit will be sent one-month prior to the conference and will also be available on our website.

If there are any questions, please call Conference Director Suzanne Stantley at **312-436-0301**.

Thank You and We Look Forward To Your Participation in the 2019 CIC.