

U.S. DEPARTMENT OF ENERGY



2018 TRAINING & TRADE SHOW
EXHIBITOR PROSPECTUS
AUGUST 20-23, 2018

HUNTINGTON CONVENTION CENTER | CLEVELAND, OH

Introduction

The 2018 Energy Exchange | Better Buildings Summit is a unique opportunity to make a lasting impression on government leaders and decision-makers from across the U.S. For the first time ever, these two DOE training sessions will be co-located in the Huntington Convention Center in Cleveland, Ohio. Exhibiting at this innovative Trade Show gives your company access to some 3,000 facility, energy, fleet, and water managers ranging from military and federal personnel to State and Local planners and buyers – all looking for ways to cut costs, improve outcomes, and boost efficiency and resiliency. Likewise, with two events in one, solution-seeking attendees have all the various products and services they might need conveniently located in one place at one time.

IN 2017 OVER
2,500
PEOPLE ATTENDED THE
**ENERGY
EXCHANGE**



IN 2018
WE ANTICIPATE OVER
3,000
ATTENDEES

This is truly a case where 1 + 1 equals much more than 2! Don't miss this synergistic opportunity to meet qualified resource managers and grow your business exponentially.

Top Reasons to Exhibit

- ▶ Connect with resource managers at the federal, state, and local level.
- ▶ Understand what government customers want and need.
- ▶ Hear about emerging energy trends in the government sector.
- ▶ Hold strategic meetings with current customers.
- ▶ Meet potential new customers.
- ▶ Generate leads to follow the rest of the year.
- ▶ Create awareness of your newest technologies and services.
- ▶ Showcase leading edge innovations.
- ▶ Demonstrate your products.
- ▶ Announce new programs or products.
- ▶ See what other industry leaders are doing.
- ▶ Position your company as a leader in the energy sector.

Attendee Profile

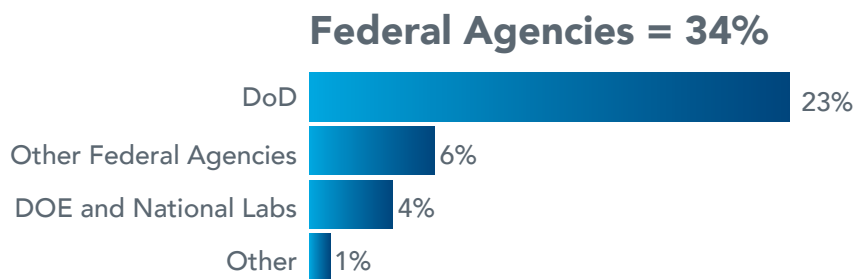
Attendees to both the Energy Exchange and the Better Buildings Summit have one thing in common: a need to conserve resources and improve project outcomes.

Federal, State, and Local government resources managers come seeking commercial, residential, and industrial solutions.

These professionals cover a variety of project management disciplines and include:

- ▶ Facility Managers
- ▶ Fleet Managers
- ▶ Water Managers
- ▶ State Resource Managers
- ▶ City Planners
- ▶ Procurement Officers
- ▶ Building Commissioners
- ▶ Project Implementation Specialists
- ▶ Energy Auditors
- ▶ Compliance Managers
- ▶ Financial Managers
- ▶ Attorneys
- ▶ Engineers
- ▶ Research, Design, and Development Personnel

Attendees come from many backgrounds:



Attendees' Top Reasons for Coming

Meet Industry Leaders

Network with peers

See proven solutions

Learn what's new in the industry

Advance their knowledge through training sessions

- ▶ The 2017 Energy Exchange featured 135 training sessions, 88% of which were accredited by IACET.
- ▶ A total of 18,622 training hours logged.



89% of attendees were satisfied or very satisfied with the 2017 Energy Exchange.

Exhibitor Information

The Energy Exchange | Better Buildings Trade Show will take place in the Huntington Convention Center in Cleveland, Ohio.

2018 Booth Pricing

10' x 10' Booth
\$2,995

Includes 2 full conference registrations

20' x 20' Booth
\$13,500

Includes 4 full conference registrations

20' x 30' Booth
\$17,500

Includes 6 full conference registrations

All inline booths come with an 8' high back wall drape, a 33" high side rail divider drape, and an ID sign with your company name and booth number.

Additional full conference registrations will cost \$395 each.

BOOTH SALES ARE NOW OPEN. LOCATIONS ARE ASSIGNED ON A FIRST-COME, FIRST-SERVE BASIS.

BECOME AN EXHIBITOR

Visit
2018energyexchange.com

For booth information please contact **Diane Manuel**
 email: dmanuel@mc-2.com | phone: 678.398.2624

2018 Exhibitor Floor Plan

Over 80,000 sq. ft.

2018 EXHIBITOR MOVE-IN & MOVE-OUT

Move In	August 19 th	1 p.m. – 5 p.m.
	August 20 th	8 a.m. – 4 p.m.
Move Out	August 23 rd	2 p.m. – 7 p.m.
	August 24 th	8 a.m. – 12 p.m.

SHOW SCHEDULE

August 20 th	5:30 p.m. – 7 p.m.
August 21 st	10 a.m. – 6 p.m.
August 22 nd	9 a.m. – 6 p.m.
August 23 rd	9 a.m. – 2 p.m.

Exhibitor Kits

MC² will provide all contracted exhibitors with an Exhibitor Services Kit containing information and pricing on shipping, drayage, labor for installation and dismantling, furniture, and other items exhibitors may require. Exhibitors have the responsibility to read and respond to all the information in this kit.

