2022 WORLD OF MODULAR
ANNUAL CONVENTION & TRADESHOW

BROCHURE & PROSPECTUS
APRIL 25-28
SAN ANTONIO, TEXAS
THE BEST SHOW IN THE MODULAR INDUSTRY RETURNS


World of Modular is an open forum for anyone interested in modular construction.

From general contractors, architects, and designers to suppliers of building products, services, and financing, World of Modular remains the single best place for everyone involved in the modular construction industry to learn, share, and network. And with an attendance growth average of nearly 25% over the past three years, the time has never been better to register.

Who attends World of Modular?

World of Modular provides a place for professionals from around the world who are involved in the modular and offsite construction industries a place to network, exchange ideas, learn from experts, discuss challenges, display new products, and receive well-deserved recognition.

NEW IN 2022: HYBRID CORPORATE PASSES AVAILABLE! NOW YOUR COMPANY CAN ATTEND IN-PERSON AND ONLINE!

ATTENDEES BY ORIGIN
DATA FROM 2020; TOTAL 959 INDIVIDUALS

U.S. & CANADA

ATTENDEES BY COUNTRY
AUSTRALIA 3, BAHAMAS 1, BRAZIL 2, CANADA 117, CHILE 4, COLUMBIA 1, COSTA RICA 1, ECUADOR 1, GERMANY 1, IRELAND 3, JAPAN 2, MEXICO 2, NETHERLANDS 1, NEW ZEALAND 2, PERU 4, POLAND 5, PUERTO RICO 4, SAUDIA ARABIA 1, SOUTH AFRICA 1, SPAIN 3, SWEDEN 1, SWITZERLAND 1, TURKEY 2, UNITED KINGDOM 3, UNITED STATES 793

EXHIBITORS BY TYPE
DATA FROM 2020; TOTAL 128 COMPANIES

SUPPLIERS (MATERIALS): 187
SUPPLIERS (SERVICES): 49
MANUFACTURERS (DIRECT): 30
MANUFACTURERS (WHOLESALE): 26
CONTRACTORS: 19
DESIGNERS: 13
FINANCIAL: 7
DEALERS: 2
GOVERNMENT AGENCIES: 1
OWNER/DEVELOPER: 1

ATTENDEES BY PROFESSION
MANUFACTURER (DIRECT): 123
CONTRACTORS: 101
OWNER/DEVELOPER: 83
DEALERS: 78
SUPPLIERS (MATERIALS): 60
MANUFACTURER (WHOLESALE): 56
SUPPLIERS (SERVICES): 51
DESIGNERS: 39
GOVERNMENT AGENCIES: 18
OTHER: 11
ANIRBAN BASU
CEO & FOUNDER,
SAGE POLICY GROUP, LLC
Economist Anirban Basu returns to World of Modular to offer an informative yet entertaining forecast for the construction marketplace. Basu is chairman and CEO of Sage Policy Group, a consulting firm in Baltimore, MD. He provides policy and economic consulting for numerous clients including developers, bankers, brokerage houses, energy suppliers and law firms. He has also written several high-profile reports on construction, including MBI’s “Economic & Financial Performance of Relocatable Buildings in the US Modular Building Industry.”

KAREN MCCULLOUGH
PRESIDENT, KAREN MCCULLOUGH & CO.
Karen McCullough is a nationally known expert on change, generational opportunities, and workforce trends. She helps organizations just like yours cut through generational biases, leverage team strengths, enrich the workplace, and ultimately drive better results.

PRESENTATIONS

World of Modular’s top-notch educational breakout sessions equip industry professionals with the latest knowledge in every facet of the commercial modular construction business. Learn new skills and techniques and find ways to operate more efficiently.

For the knowledge you need to finish each job better, faster, and more profitably, we’ve got you covered.

“The best organized show we attend all year!”

KARL AITTANIEMI
Director of Standards, International Code Council

JOHN BURGIOINO
Director, Modular Division, Axis Construction Corp

CLARA CALVO
Architect, Casas on ONEUS

ANDREW CARLSON
President, Pyramid1, Inc.

RON CIOTTI
Partner, Hendley Allen

SCOTT BRIDGER
VP President, ProSet Inc.

JESSICA DOERMANN
Fire Protection Engineer, Arup

JACK DOOLEY
CEO, Skystone Group

KELLY FINZEL
Senior Fire Engineer, Arup

JIM GABRIEL
Director of Sales, Modlogiq

MAX GARCIA
Technical Operations Manager, Element S

NICKILODS GOMEZ
Studio Director, Multi-Family Housing, Lowey Architecture

BROCK ELLIOT
Director, Projects, NRB Modular Solutions

RALPH EVANS
Fabrication Sales & Marketing, HH Corporation

KARL AITTANIEMI
Director of Standards, International Code Council

JASON BOURKE
Director of Engineering and Technical Operations, Element S

RYAN COLKER
Vice President, Innovation, International Code Council

JANET DIELWART
Business Development Lead, Nomadic

JOHN BUONGIORNO
Director, Modular Division, Axis Construction Corp

CLIFF HOKANSON
Executive Vice President, MHI Corporation

MICHAEL HOUGH
Founder, MHI Structural Engineers

MICHAEL HEITSMAN
Chief Development Officer, Best Gen Modular

ANTONY KOUNTOURIS
Founder/CEO, BMarko Structures

MATT LAASE
Principal, Jackson | Main Architecture

CONTINUED

“Presented by”

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FEATURED SPEAKERS WILL INCLUDE

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CEO & FOUNDER,
SAGE POLICY GROUP, LLC
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PRESENTED BY
With opportunities for both in-person and digital attendance and exhibits, there has never been a greater opportunity to reach manufacturers and dealer/contractors of commercial modular buildings than at the 2022 World of Modular.

MBI member manufacturers and dealers operate worldwide and serve markets including general office, education, retail, hospitality, student and military housing, multifamily housing, healthcare, construction site, industrial, security, and equipment and storage. In fact:

- 97% of attendees find the tradeshow to be a useful part of the convention with 86% saying they will purchase products or services from exhibiting companies.
- 68% rate World of Modular as the best or among the best tradeshows.
- 90% of attendees attend specifically to network with industry peers, 65% attend for education, and 60% attend for the tradeshow.

Simply put, for suppliers of building products, services, and financing, World of Modular remains the BEST place to reach manufacturers and dealers of commercial modular buildings.

**HOW DO DIGITAL BOOTHS WORK?**

Digital booths work in much the same way as those in a traditional expo hall. Digital attendees will be able to browse booths via the World of Modular event app and request video meetings with exhibitors. A built-in live-chat feature is also available. As an added bonus, digital booths will remain active for 4 weeks (or more!) after the event and be accessible by all attendees.

MBI built this digital booth with its logo, a featured video, text, a call to action button, links to documents, profiles for its staff, contact and social information, and links to important pages on its website. Booths are easy to modify and what’s included is up to you!

**CALL FOR PRESENTATIONS:**

Interested in being a presenter? Make your submission at worldofmodular.org.

See the complete on-site floorplan and list of exhibiting companies online at worldofmodular.org. **Get your booth today!**
**Reserve your booth at modular construction’s LARGEST EVENT!**

Member: Single Booth  US $2500
Member: Double Booth  US $5000
Non-Member: Single Booth US $3500
Non-Member: Double Booth US $7000

**Single Booth: 8’x10’ | Double Booth: 8’x20’**

Other: Additional booth staff starting at US $800 for company employees, US $1300 for non-company employees, and US $600 for spouses.

INCLUDED IN YOUR PHYSICAL BOOTH:
- (2) full registrations*, 8’ high draped backwall, 3’ high draped siderails, (1) 7” x 44” single line ID sign, (1) 6’ draped table*, (2) contour chairs*, (1) wastebasket*, listing in the onsite program, and pre-show listing on the MBI website.
- *Double booths include (4) full registrations, (2) 6’ draped tables, (4) contour chairs, (2) wastebaskets.

ADDITIONAL SERVICES:
Additional services like carpeting, electricity, and installation must be purchased separately through GES Exposition Services.

STAFFING REGULATIONS:
Each booth includes two full registrations for employees of the company that is purchasing booth space. If more than two people will be staffing the booth, additional registrations must be purchased. Sharing of registrations is prohibited. Violators may be asked to leave the show and may forfeit the right to exhibit at future shows. Exhibits must be staffed at all times during posted exhibit hours.

BOOTH ASSIGNMENTS:
Full payment is required with the exhibitor registration form. Every attempt will be made to assign requested booths. If the requested space is already assigned, MBI will assign space based on proximity to competitors, the number of booths purchased, and date of receipt of the registration form and payment. MBI reserves the right to modify the exhibit floorplan.

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**“We’ve had tons of visitors to our booth so far. It’s been amazing.”**

Diana Atvars,
Jackson | Main Architects,
Exhibitor, World of Modular

**“I’ve been doing trade shows for five decades. We accomplished more today than we’ve done in the last two months in terms of contacts.”**

Ronald Lanzo,
AFR Furniture Rental,
Exhibitor, World of Modular

**“World of Modular has been fantastic. It gets busier and busier every year.”**

Andy Berube,
Stack Modular,
Exhibitor, World of Modular

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**THERE IS SIMPLY NO GREATER OPPORTUNITY TO REACH MANUFACTURERS AND DEALERS OF COMMERCIAL MODULAR BUILDINGS THAN AT MBI’S WORLD OF MODULAR!**

This year’s World of Modular will include dedicated exhibit hours—both in-person and digitally—with an audience ready to buy. Plus MBI will be marketing this event extensively through its website, paid ads, email campaigns, print editorial, and social media marketing. **If your company supplies the modular building industry with materials or services, you should exhibit at this event.**

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AGENDA

MONDAY, APRIL 25

8:00AM-10:00AM MBI Board of Directors Meeting
9:00AM-5:00PM Exhibit Hall Setup
9:00AM-5:00PM Registration Desk Open
11:30AM Golf Tournament Check In
12:30PM Golf Tournament - Shotgun Start (Lunch Included)
6:00PM-8:00PM Opening Party

TUESDAY, APRIL 26

8:00AM-5:00PM Registration Desk Open
8:30AM Opening Remarks & Member Milestones
9:00AM-10:00AM Keynote Speaker
10:00AM-2:00PM Exhibit Hall Setup
10:00AM Refreshment Break
10:30AM-11:30AM Breakout Sessions
12:30PM Refreshment Break
12:30PM-2:30PM Breakout Sessions
1:00PM-2:00PM Exhibit Hall Open with Reception
5:00PM-6:00PM Networking Reception
6:00PM Grand Prize Contest

WEDNESDAY, APRIL 27

8:00AM-4:00PM Registration Desk Open
8:00AM-10:00AM Breakfast with Exhibitors
10:00AM-11:00AM Keynote Speaker
10:00AM-2:00PM Exhibit Hall Teardown
11:00AM Refreshment Break
11:30AM-12:30PM Breakout Sessions
1:30PM Refreshment Break
2:00PM-3:00PM Breakout Sessions
3:30PM-4:30PM Breakout Sessions
4:30PM-6:00PM Networking Reception

THURSDAY, APRIL 28

8:00AM-6:00PM Registration Desk Open
8:30AM-9:30AM Breakfast and MBI Annual Business Meeting
9:30AM-10:30AM Keynote Speaker
10:30AM Refreshment Break
11:00AM-12:00PM Breakout Sessions
1:00PM Refreshment Break
1:30PM-2:30PM Breakout Sessions
5:00PM-6:00PM VIP Reception
6:00PM-9:00PM Awards Banquet

NETWORKING

OPENING PARTY
MONDAY, APRIL 25
Don’t miss this year’s Opening Party! After you arrive, get ready to unwind with a who’s who list of commercial modular construction—all in a relaxed, casual, and fun atmosphere. Our Monday night reception will set the stage for a great convention with music, food, drinks, and networking. Mingle with old and new friends alike and take advantage of this great opportunity to mix and mingle with the industry’s finest.

GRAND PRIZE CONTEST
TUESDAY, APRIL 26
Every year one lucky attendee goes home with the World of Modular grand prize. Participants compete in a challenge that’s fun and entertaining, usually working their way through several rounds of competition like name-that-tune, a basketball shootout, even a shark rodeo! Previous prizes have included cars, cash, cruises, VIP sports trips, ATVs, and more. All WOM registrants are eligible to participate in the contest.

EXHIBIT HALL
TUESDAY, APRIL 25 & WEDNESDAY, APRIL 26
There is simply no greater opportunity to reach manufacturers and dealer/contractors of commercial modular buildings than at World of Modular. MBI member manufacturers and dealers operate worldwide and serve markets including general office, education, retail, hospitality, student and military housing, multifamily housing, healthcare, construction site, industrial, security, and equipment and storage.

“If you are involved in, or perform, modular building or prefabrication, there is no event that can add more value to your business than World of Modular.”
The Modular Building Institute’s annual Awards of Distinction represent some of the highest honors awarded in the modular construction industry. In addition to our Hall of Fame and Outstanding Achievement honorees, MBI member companies self-nominate projects with winners chosen by an independent panel of industry experts and presented on the final evening at World of Modular.

In addition to prestige, the benefits of winning extend throughout the year. Images of winning and runner-up projects are used in MBI’s international marketing efforts—including its popular bi-monthly magazine and highly-ranked website—and, most prominently, MBI’s industry-leading annual reports.

Don’t miss this great opportunity to have your project seen by the entire modular building industry as well as the general public.

**AWARDS**

**CATEGORIES INCLUDE:**

- Best of Show
  - Permanent
  - Relocatable
  - Green Building
  - Marketing
- Permanent Modular
  - Education
  - Office
  - Retail
  - Healthcare
  - Hospitality
  - Multifamily
  - Dormitory
  - Assembly
  - Correctional
  - Workforce Housing
  - Bathroom Pods
  - Special Application
- Relocatable Modular
  - Single-Wide
  - Education
  - Office
  - Healthcare
  - Retail
  - Multifamily
  - Workforce Housing
  - Assembly
  - Special Application
- Marketing
  - Website
  - Multimedia
- Green Building
- Renovated Reuse
- Judge’s Choice

This prize is being offered by the MBI Educational Foundation, Inc., a 501(c)3 charitable nonprofit organization.
History Meets Luxury in San Antonio

Explore the historic Alamo Mission, wander the riverside shops, or stay and be pampered at the La Cantera Resort & Spa. Whatever your interest, you'll enjoy spacious rooms, stunning views, and upscale amenities just minutes from San Antonio's best landmarks, restaurants, shops, and entertainment venues—all this at the 39th annual World of Modular!

INDUSTRY-BEST NETWORKING & EDUCATION

World of Modular truly has a global reach, providing a place for professionals from around the world who are involved in the modular and offsite construction industries a place to network, exchange ideas, learn from experts, discuss challenges, display new products, and receive well-deserved recognition.

AN LUXURIOUS RESORT EXPERIENCE

La Cantera Resort & Spa—situated only 20 minutes from San Antonio International Airport and over 50 unique wineries—is a Hill Country oasis featuring two world-class golf courses, five sparkling heated pools, state-of-the-art fitness centers, a destination spa, and more! Visit worldofmodular.org to book your reduced-rate room now!

AMERICAN HISTORY AT YOUR FINGERTIPS

The Alamo Mission (above), commonly called the Alamo and first known as the Misión San Antonio de Valero, is a historic Spanish mission and fortress compound founded in the 18th century by Roman Catholic missionaries in what is now San Antonio. It was the site of the Battle of the Alamo in 1836 and is today the state's premiere historical attraction.

SPONSORSHIPS

BAG INSERTS/WOM SWAG
US $2000 EA
Easily reach all attendees. Your piece can include a special offer, invitation, or general advertising message.

WATER BOTTLES
EXCLUSIVE SPONSORSHIP | US $3000
Branded bottles of spring water are distributed at the start of the convention until they run out.

REGISTRATION WELCOME RECEPTION
EXCLUSIVE SPONSORSHIP | US $5000
Drink tickets with your logo can be redeemed at the Welcome Bar in the registration area.

OPENING PARTY
EXCLUSIVE SPONSORSHIP | US $15,000
Get WOM off to a great start by sponsoring the Opening Party, where a who’s who of modular construction will gather for great music, food, drinks, and networking.

KEYNOTE SPEAKER
2 OPPORTUNITIES | US $5000 EA
Sponsoring a keynote speaker is an excellent way to help MBI provide quality speakers for the annual convention—and get your name heard by everyone.

BREAKOUT SESSIONS
EXCLUSIVE SPONSORSHIP | US $10000
With multiple tracks of sessions daily, your company can have remarkable exposure with signs displayed outside each breakout room.

RECEPTION IN EXHIBIT HALL
4 OPPORTUNITIES | US $2500 EA
This reception is the most well-attended function of World of Modular. Signage will feature sponsor logos.

DIGITAL EVENT APP
EXCLUSIVE SPONSORSHIP | US $7500
Leave your company’s mark on World of Modular’s exclusive digital app with a highly-visible linked logo.

DIGITAL ALERTS
6 OPPORTUNITIES | US $2500 EA
Get your company seen by every attendee both in-person and online with customizable alerts sent through email and the digital event app.

GOLF TOURNAMENT & LUNCH
EXCLUSIVE SPONSORSHIP | US $12,500
You will receive exposure throughout the Golf tournament marketing cycle & your company logo will be on each lunch box. Opportunity for microphone time is available.

GOLF HOLE CHALLENGE
6 OPPORTUNITIES | US $1000 EA
Along with signage, your company representatives can greet players at each hole and provide promotional items.

HOTEL KEYCARDS
EXCLUSIVE SPONSORSHIP | US $7500
Key cards to hotel guestrooms are often the first sponsored item convention attendees see, and better yet, touch.

...AND MANY MORE!
ATTENDEE REGISTRATION

2022 WORLD OF MODULAR
April 25–28 | La Cantera Resort & Spa | San Antonio, Texas

Please use a separate form for each registrant or register online at www.worldofmodular.org.

Attendee Information:

Full Name (as it should appear on badge): Mr./Ms./Mrs. ______________________
First or Nickname (as it should appear on badge): ________________
Job Title: ______________________

Company Name:

Company Type: □ Manufacturer/Wholesale of Buildings □ Manufacturer/Direct of Buildings □ Dealer of Buildings
□ Materials Supplier □ Services Supplier □ Financing Supplier □ Developer/Contractor □ Other ______________________

Company Name: ____________________________________________________________________________________________________________________________

Full Name (as it should appear on badge): Mr./Ms./Mrs. ______________________
First or Nickname (as it should appear on badge): ________________
Job Title: ______________________

Company Name:

Company Type: □ Manufacturer/Wholesale of Buildings □ Manufacturer/Direct of Buildings □ Dealer of Contractor
□ Materials Supplier □ Services Supplier □ Financing Supplier □ Developer or Owner □ Other ______________________

Address: _________________________________________________________________________________________________
City: _______________________ State/Province: _______________________
Postal Code: _______________________
Phone: _______________________
Fax: _______________________
Email: _______________________
Website: _______________________

In Case of Emergency Onsite: Name of Person to Contact: _______________________
Phone: _______________________

Special Needs: Do you have special needs we should address?

In-Person Registration Fees: (Check all that apply)

Until 12/31 1/1–2/15 2/16–4/15 4/16–Onsite
Member ………………………………….. US$1200 ………… US$1300 ………… US$1400 ………… US$1500
Non-Member …………………………… US$1900 ………… US$2000 ………… US$2100 ………… US$2200
Member, One-Day Pass ………………… US$750 ………… US$850 ………… US$950 ………… US$1050
Non-Member, One-Day Pass ………….. US$1100 ………… US$1200 ………… US$1300 ………… US$1400
Member Corporate Pass (1 in-person + 4 digital) …………………… US$2200 ………… US$2300 ………… US$2400 ………… US$2500
Non-Member Corporate Pass (1 in-person + 4 digital) …………………… US$3400 ………… US$3500 ………… US$3600 ………… US$3700

Digital Registration Fees: (Check all that apply)

Until 12/31 1/1–2/15 2/16–4/15 4/16–Onsite
Member ………………………………….. US$500 ………… US$600 ………… US$700 ………… US$800
Non-Member …………………………… US$1000 ………… US$1100 ………… US$1200 ………… US$1300

Spouse/Guest Registration Fees: (in-person only; check all that apply)

Until 12/31 1/1–2/15 2/16–4/15 4/16–Onsite
Member ………………………………….. US$250 ………… US$250 ………… US$350 ………… US$450
Non-Member …………………………… US$190 ………… US$190 ………… US$290 ………… US$390

Cardholder

Cardholder

Postal Code: ______________________________________________________ Country: ________________________________________________________________

I agree to accept, abide by, and acknowledge reading MBI’s registration and cancellation policy.

Payment:

□ I agree to accept, abide by, and acknowledge reading MBI’s registration and cancellation policy.

Total Payment: US$ _______________________

Payment Method: □ Visa □ MasterCard □ American Express □ This is a corporate card.

Credit Card Number: _______________________
Expiration Date: _______________________
Card Security Code: _______________________

Want to help the MBI Foundation?

Please add $25 □ $50 □ $100 or □ $500 to my total payment as a donation.

Please Send To: Modular Building Institute, 285 Hydraulic Ridge Road, Suite 6, Charlottesville, Virginia 22901 USA
888-811-3288 toll-free 434-296-3288 phone 434-296-3361 fax www.modular.org registrar@modular.org

EXHIBITOR REGISTRATION & CONTRACT

2022 WORLD OF MODULAR
April 25–28 | La Cantera Resort & Spa | San Antonio, Texas

Please use a separate form for each exhibitor or register online at www.worldofmodular.org.

Exhibitor Information:

Full Name (as it should appear on badge): Mr./Ms./Mrs. ______________________
First or Nickname (as it should appear on badge): ________________
Job Title: ______________________

Company Name:

Company Type: □ Manufacturer/Wholesale of Buildings □ Manufacturer/Direct of Buildings □ Dealer of Contractor
□ Materials Supplier □ Services Supplier □ Financing Supplier □ Developer or Owner □ Other ______________________

Company Name: ____________________________________________________________________________________________________________________________

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Address: _________________________________________________________________________________________________
City: _______________________
Postal Code: _______________________
Phone: _______________________
Fax: _______________________
Email: _______________________
Website: _______________________

In Case of Emergency Onsite: Contact Name: _______________________
Phone: _______________________

Payment:

□ I agree to accept, abide by, and acknowledge reading MBI’s registration and cancellation policy.

Total Payment: US$ _______________________

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OUR MISSION
As the Voice of Commercial Modular Construction®, MBI promotes the advantages of modular construction while advocating for the removal of barriers that limit growth opportunities. Through its long-standing relationships with member companies, policy makers, developers, architects and contractors, MBI has become the trusted source of information for the commercial modular construction industry.

BEYOND WORLD OF MODULAR
World of Modular is an event like no other, but there’s so much more to the Modular Building Institute. Maybe it’s a key contact we can introduce to you or a regulatory challenge we can help you overcome. Whatever your need, MBI is dedicated to helping make your business more successful all year round.

We are confident that by becoming a member—or taking full advantage of your existing membership—you will not be disappointed with your return on investment.

ABOUT MBI
Founded in 1983, the Modular Building Institute is the international non-profit trade association serving commercial modular construction.

MBI members are manufacturers, contractors, and developers, and owners in two distinct segments of the industry:

• permanent modular construction (PMC), and
• relocatable buildings (RB).

Associate members are companies that supply building materials, services, and financing.

MBI continues to reach out to organizations, agencies, and academic institutions worldwide in an effort to further grow the market for modular construction.

ADVOCATING FOR THE INDUSTRY
As the world’s largest trade association for commercial modular construction, MBI has taken the lead to introduce, change, and defeat legislation and regulations that would have an adverse impact on our industry. We have successfully protected our members’ interests in numerous states and provinces on issues ranging from taxation, plan approval, code compliance, relocation and recertification. In short, MBI is the voice of the commercial modular construction industry.
The only show organized by the industry for the industry.

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April 25–28, 2022
San Antonio, TX