



2022 WORLD OF MODULAR

ANNUAL CONVENTION & TRADESHOW

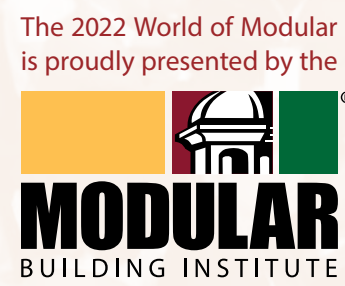
**BROCHURE &
PROSPECTUS**

APRIL 25-28
SAN ANTONIO, TEXAS



THE BEST SHOW IN THE MODULAR INDUSTRY RETURNS

Join a who's-who of modular construction professionals for the **INDUSTRY'S BIGGEST EVENT**: the 39th annual World of Modular in San Antonio, Texas, **April 25–28, 2022.**



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



TOTAL 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

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!”

FEATURED SPEAKERS WILL INCLUDE



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.

PRESENTED BY



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.”

PRESENTED BY



AND MORE BREAKOUT SESSIONS THAN EVER FROM **INDUSTRY EXPERTS** LIKE THESE

FROM LAST YEAR'S PROGRAM



KARL AITTANIEMI
*Director of Standards,
International Code Council*



MIKE ALDRICH
*Sales Training Expert,
Sandler*



ISAAC-DANIEL ASTRACHAN
*Principal,
Stephen B. Jacobs Group*



JOHN BARROT
*Associate Principal,
Arup*



DUNCAN BOURKE
*Director of Engineering and
Technical Operations,
Element5*



SCOTT BRIDGER
*Vice President,
ProSet Inc.*



JOHN BUONGIORNO
*Director, Modular Division,
Axis Construction Corp*



CLARA CALVO
*Architect,
Casas inHAUS*



ANDREW CARLSON
*President
Pyramid1, Inc.*



RON CIOTTI
*Partner,
Hinckley Allen*



RYAN COLKER
*Vice President, Innovation,
International Code Council*



JARED DIELWART
*Business
Development Lead,
Nomadic*



JESSICA DOERMANN
*Fire Protection Engineer,
Arup*



JACK DOOLEY
*CEO,
Skystone Group*



BROCK ELLIOT
*Director, Projects,
NRB Modular Solutions*



RALPH EVANS
*Fabrication Sales
& Marketing,
HHI Corporation*



KELLY FINZEL
*Senior Fire Engineer,
Arup*



JIM GABRIEL
*Director of Sales,
Modlogiq*



MAX GARCIA
*Technical
Operations Manager,
Element5*



NICKOLOS GOMEZ
*Studio Director,
Multi-Family Housing,
Lowney Architecture*



KENDRA HALLIWELL
*Associate Principal, Practice
+ Design Team Leader,
ICON Architecture, Inc.*



JON HANNAH-SPACAGNA
*Government Affairs Director,
Modular Building Institute*



TOM HARDIMAN
*Executive Director,
Modular Building Institute*



MICHAEL HEITSMAN
*Chief Development Officer,
Best GEN Modular*



CLIFF HOKANSON
*Executive Vice President,
HHI Corporation*



MICHAEL HOUGH
*Founder,
MJH Structural Engineers*



BOSTJAN JEVSEK
*Managing Director,
IteraSpace*



RHYS KANE
*Strategic Sales Director,
NRB Modular Solutions*



ANTONY KOUNTOURIS
*Founder/CEO,
BMarko Structures*



MATT LAASE
*Principal,
Jackson | Main Architecture*

CONTINUED ➔

← INDUSTRY EXPERTS FROM LAST YEAR'S PROGRAM CONTINUED



DONNA LAQUIDARA-CARR
Industry Insights
Research Director,
Dodge Data & Analytics



SHAWN LOTHROP
CEO,
Innovative Structural
Engineering



KEN LOWNEY
Principal,
Lowney Architecture



MICHAEL MERLE
Vice President of
Business Development,
Guerdon, LLC



ROBIN MURPHY
Owner/Principal,
Jackson/Main Architecture



RUBEN NAVARRO
Architect & CEO,
Casas inHAUS



LARRY OXENHAM
Author, Senior Advisor,
American Society
for Asset Protection



ERIC PRICE
Studio Director,
Commercial + Hospitality,
Lowney Architecture



IVAN RUPNIK
Associate Professor,
Northeastern University



RYAN SMITH
Director and Professor,
Washington State University



TROY TIDDENS
Modular Specialist,
neUdesign Architecture



ANA-MARIA TOMLINSON
Manager, Strategic
Initiatives,
CSA Group



DAVID TOMPOS
Founder,
ICC-NTA



DAVID A. TOMPOS
President,
ICC-NTA



SAL VERRASTRO
Principal,
Spillman Farmer Architects



DAN WOOD
Building Services Manager,
MPE Engineering



CRAIG ZACHARIAS
Project Development Lead,
Nomadic



CHAD ZYLA
Architect and Associate,
S2 Architecture

...AND MANY MORE!

CALL FOR PRESENTATIONS:

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



IN-PERSON & DIGITAL

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.**

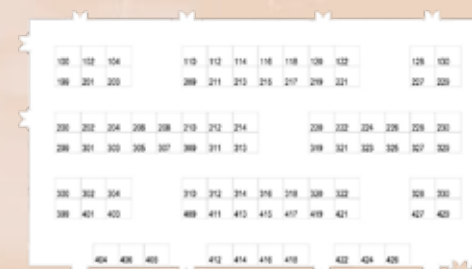
- **68% rate World of Modular as the best or among the best tradeshows.**
- **90% of attendees attend specifically to network with industry peers, 65% attend for education, and 60% attend for the tradeshow.**

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.

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!

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.



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!

"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



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.**

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.

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.

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.

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
1:00PM-2:00PM	Breakout Sessions
2:00PM-6:00PM	Exhibit Hall Open with 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

SPONSORED BY



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.



GOLF TOURNAMENT

MONDAY, APRIL 25

La Cantera Resort & Spa offers 36 holes of championship golf designed to challenge your skill from tee to green.

The Resort Course at La Cantera, a PGA Tour stop for 15 years, was designed by noted golf course architect Jay Morrish and PGA Tour professional Tom Weiskopf. Our second championship golf course built in 2001, The Palmer Course at La Cantera, was designed by the legendary Arnold Palmer and was voted the #8 golf course in Texas by Golf Magazine in 2016.

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."



ABOUT THAT GRAND PRIZE...

It's been a tough couple of years for everyone, so now is the time to let MBI and Bard Manufacturing Co. help you recover with a restful and relaxing trip.

You and a guest will be able to unwind and take in the beautiful natural surroundings of the Four Seasons Resort in Jackson Hole, Wyoming.

This luxurious five-star hotel is nestled in a verdant mountain valley among rugged peaks and an inspiring array of wildlife in nearby Grand Teton National Park.

One lucky winner will receive an all-expenses-paid trip-for-two.

SPONSORED BY



This prize is being offered by the MBI Educational Foundation, Inc., a 501(c)3 charitable nonprofit organization.

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

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.



Above: MBI used 2021 Award winners on the covers of its latest annual reports.



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!



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!



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.



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.

THANKS AGAIN TO OUR 2021 CORPORATE SPONSORS

Join this elite list for 2022 by contacting MBI headquarters.

DIAMOND



PLATINUM

GOLD



SILVER



BRONZE



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.

DIGITAL ATTENDEE REGISTRATIONS

Digital attendee registrations are a great way to participate in World of Modular when you cannot attend in-person. Digital attendees pay a reduced fee because they do not have full access to the onsite World of Modular program.

What DO digital attendees receive?

- World of Modular app for use on computers and mobile devices
- Multiple presentations daily for three days
- digital exhibit hall
- networking sessions
- full World of Modular attendee list
- instant messaging with attendees and exhibitors
- live video chat with attendees and exhibitors

Don't miss out! If you can't attend in-person, register for online access to World of Modular today!

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

OUR MISSION

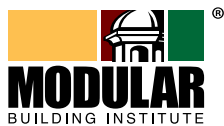
As the Voice of Commercial Modular Construction®, MBI promotes the advantages of modular construction while advocating for the removal of barriers that limit growth opportunities. Through its long-standing relationships with member companies, policy makers, developers, architects and contractors, MBI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

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.



Modular Building Institute
285 Hydraulic Ridge Road, Suite 6
Charlottesville, VA 22901 USA
modular.org

*The only show organized
by the industry for the industry.*

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San Antonio, TX

PRESENTED BY

