



Why Attend & Who Can Attend

Who Can Attend

BLD Connection's Annual BizCons (formerly the Expos) are the association's largest gathering of lumber and building material professionals. Whether you are new to the industry or a seasoned professional, everyone who's anyone in the LBM industry should be there, including:

- Owners, managers, and additional staff from independently owned retail lumber yards (and their spouses/guests)
- Suppliers of LBM products and services (may attend as exhibitors only)
- Contractors / Builders
- Local college instructors and students
- Various other pre-approved guests
- This event is NOT open to the general public

Why Attend

- **GET EDUCATED & INSPIRED:** Hear from innovators, industry experts, and thought leaders at seminars that focus on the latest hot topics, as well as keynote addresses aimed to inspire and motivate.
- **MIX & MINGLE:** Take breaks and attend receptions for causal, fun networking opportunities with peers.
- **FIND SOLUTIONS:** See live installation presentations and meet exhibitors in the exhibit hall.
- **GIVE BACK TO THE COMMUNITY:** Express your philanthropic side and partake in the new charity event onsite with your friends and colleagues. Build community at the event while supporting the greater community!
- **EXPLORE:** We're headed to two great midwestern cities for the BizCons – Minneapolis, MN and Des Moines, IA. Take a little extra time and explore all these cities have to offer.



Why Exhibit & Who Can Exhibit

Why Exhibit

Manufacturers, wholesalers, and distributors of lumber and business services to the industry are afforded the opportunity to influence and interact with lumberyard principals, owners, and qualified buyers by exhibiting at the BizCons. These events will enable you to:

- Reinforce your organization's position or introduce your presence in the industry. Don't be the company that ISN'T there!
- Reach a large audience with buying power – all under one roof.
- Interact with customers face-to-face at your booth to network and build relationships.
- Enhance your productivity by generating sales leads with new and existing customers.
- Promote brand awareness for your company.
- Go head-to-head with your competition.
- Support your association and build community.

Who May Exhibit

- Manufacturers/wholesalers of lumber and building materials, as well as manufacturer representatives (members or non-members of BLD.)
- Firms selling retailer services or products
- Wholesale affiliates of BLD retail members
- Trade associations
- Industry publications
- Universities or colleges offering building material curricula
- Speakers wishing to offer services to retail lumber dealers

Any organization, regardless of industry segment, with a customer base consisting of primarily contractors and direct sales may NOT exhibit.