

# 2026 UBCM Trade Show

## ADVANCE EXHIBITOR PROSPECTUS

VANCOUVER CONVENTION CENTRE - EAST | CANADA PLACE  
SEPTEMBER 16-17, 2026 |



**EARLY BIRD RATE: SAVE \$300**

Discount Rate Available to only the first 75 Booths Purchased  
Buy Before April 15, 2026

[ubcm.ca](http://ubcm.ca)  
[tradeshow@ubcm.ca](mailto:tradeshow@ubcm.ca)

**UBCM**  
Union of BC  
Municipalities

# 2026 UBCM Exhibitor Prospectus

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# The UBCM Convention Experience

Presented by the **Union of BC Municipalities** (UBCM), the 123rd Annual **UBCM Convention** will take place September 14–18, 2026 at the Vancouver Convention Centre – East Building. UBCM will also cohost the **UBCM Trade Show** in the same location for two days, Wednesday and Thursday, **September 16–17, 2026**

The UBCM Convention is BC's largest event dedicated to the business of local government. The weeklong convention includes nearly 50 workshops, clinics, forums, plenary sessions and the 150+ booth trade show. In September 2026, this premier event is expected to draw over 2,000+ total participants, including UBCM's member delegates, which represent almost every urban and rural local government! UBCM's membership includes municipalities, regional districts and first nations communities that serve virtually all areas of BC.

**The UBCM Trade Show is the largest exhibition-style event targeted specifically to BC Local Governments.** Consistently selling out, the show offers organizations unmatched opportunities to enhance brand visibility, build awareness and forge meaningful business connections to deliver an exceptional return on investment.

Leverage this unique opportunity to meet face-to-face with BC local government decision makers, influencers, and connectors—all who invest their time to come to the UBCM Convention to collaborate, network and advance their communities. Join the ever-expanding list of exhibiting organizations that return year after year to strengthen partnerships and explore new opportunities at the UBCM Trade Show.

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**Book Early to Guarantee Space and the Best Booth Locations**

Contact: Karen Slessor 1-888-737-2583 or email [tradeshow@ubcm.ca](mailto:tradeshow@ubcm.ca)

# UBCM Convention – Fast Facts

## About UBCM

**The Union of British Columbia Municipalities (UBCM)** is a member-driven association representing and serving the interests of all local governments across the province—from large urban municipalities to small towns, villages, and regional districts. UBCM was established in 1905 to provide local governments with a unified voice for their shared interests. Today, as the **leading advocate for BC local governments for provincial policy-making**, UBCM’s strong policy and advocacy work is further complemented by **management and administration of significant funding programs and delivery of specialized services** for its member communities.

## What is the UBCM Convention

An annual forum for dialogue, learning and policy-making—the UBCM Convention provides an opportunity for local governments of all sizes and from all geographic areas to share and capitalize on their mutual experiences, to learn best practices, explore solutions for anticipated challenges and to develop a united position on relevant issues. Through its Resolution Sessions, the Convention provides a platform for local government leaders to establish policy directions for UBCM’s engagement with both the provincial and federal governments.

## Who attends the Annual Convention

**The majority of Convention Delegates represent local governments from across BC.** At the last UBCM Convention in Victoria in 2025, the event attracted well over 2,000 total participants, including local government elected officials and senior staff, provincial and federal government leaders, event speakers, as well as sponsor showcase exhibitors.

## When, Where and Venue Location

The **2026 UBCM Convention** is the week of September 14 to 18.

The **2026 UBCM Trade Show** is open for two days, September 16 and 17.

The **Vancouver Convention Center (East)** will serve as the Convention’s hub and headquarters.

# UBCM Trade Show – Fast Facts

## Why The UBCM Trade Show

The UBCM Trade Show was originally established to help UBCM members reconnect with their business contacts during the annual convention. Today, the show has expanded to provide suppliers, service providers, special interest groups, agencies, and non-profits with a valuable opportunity to **network and meet face-to-face with** individuals representing **multiple levels of local government**. Exhibitors leverage the show to showcase their products, services, new programs or initiatives, and to promote innovative ideas and practical solutions that support local government priorities.

## Who Attends The Show

The **primary audience is BC local government elected officials**, including Mayors, Councillors, and Regional District Directors. Many non-elected government officers and senior staff may also attend including Corporate Administrative Officers, City Managers, Finance and Community Managers in addition to representatives from various levels in the provincial and federal governments.

## Show Move-In | Move-Out and Show Hours

**Show Move-in:** Tuesday, September 15 at 9:00 am      **Show Move-Out:** Thursday, September 17 at 3:05 pm

**Show Hours:** Wednesday, September 16, 10:30 am—5:00 pm, Thursday, September 17, 10:00 am—3:00 pm

## Trade Show Venue Location

**Vancouver Convention Centre (VCC) – EAST BUILDING** At *Canada Place Under the Sails*  
Exhibition Hall B Entrance located along the VCC Delegate Concourse (Street Level)

# UBCM Convention Demographics

**Attracting:** Local Government Decision Makers, Influencers and Senior Local Government Leaders

**Expected:** Total Event Attendance 2,000+ Participants

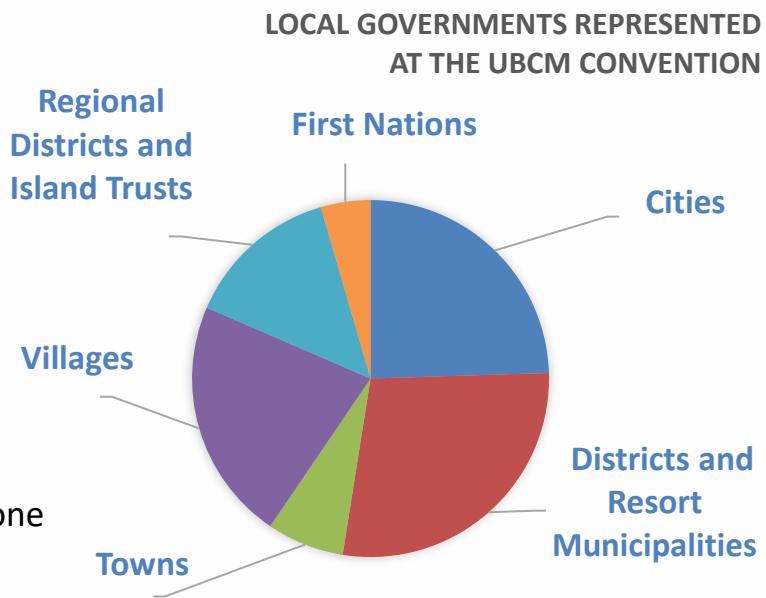
**Planned:** Show Floor with 150+ Exhibit Spaces

At the **2026 UBCM Convention**, exhibitors will benefit from connecting with BC local government officials, community officers and government agency partners.

The **2026 UBCM Trade Show** provides a strategic advantage and exclusive opportunity for organizations to meet one-on-one with an audience that is looking to explore and learn more.

Delegates are seeking new ideas about productive products, solutions and partnerships that will garner the best value for their constituent's tax dollars, or that will create new avenues to enrich and improve their communities.

- **Educate** and build brand awareness in this dynamic ecosystem.
- **Connect** and meet prospective and existing customers
- **Market** your products, solutions, services or ideas face-to-face



# 2026 Exhibit Package Pricing

## Standard Exhibit Package: 10'x10' Booth

**Regular Exhibit Package Rate:** \$3,195 plus GST

**SAVE \$300 Early Bird Rate:** \$2,895 plus GST

[Available ONLY to the first 75 booth spaces sold before April 15th]

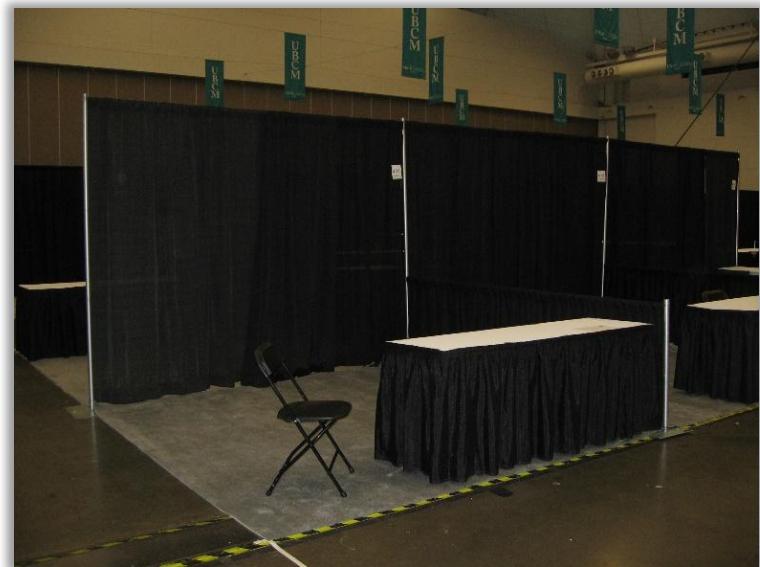
- **Early Discount** is limited to the first **75 Exhibit Packages Sold** OR **until April 15, 2026** — pending booth space availability. Space will be secured on a first-registered, first-paid basis. Booths may NOT be reserved or held for future payment.
- Additional 10'x10' booths can be purchased at the same rate to accommodate larger displays.
- See next page for the list of *Exhibit Package Benefits*.
- Power is NOT included with the Standard Exhibit Package. (may be ordered direct from the venue for an extra charge)
- A separate exhibitor meal program is not offered or available to purchase.
- Exhibitor Badges do NOT provide access to Convention Sessions, Area Association or Forum Luncheons, Delegate's Welcome Reception or Annual Banquet. Tickets to these special functions are only available by purchasing a Convention Delegate Registration.



# 2026 Standard Exhibit Package

## Each Exhibitor Package Includes:

- **Booth Footprint:** 10'W X 10'L X 8'H
- **Booth Flooring:** light grey carpet
- **Show Drape:** Black fabric drape, 8' backwall and 3' sidewalls  
*(sidewall optional for aisle facing booths)*
- **Booth Furniture:** [1] black folding chair, [1] 6' x 2' table with black fabric skirt.  
*No substitutions—furniture rental upgrades and décor options available at exhibitor's own expense.*
- **[4] Exhibitor Badges – Exhibit Hall Access Only.**  
Exhibitor Badge name substitutions permitted.  
*[NOTE] all convention access 'Delegate Badges' may also be purchased by any organization. Delegate registration opens early July, with the deepest discounts offered in the first month.*
- **Trade Show Guide Listing:** Your company info with booth number presented in a 16+ page, 4-colour printed publication provided to registered Delegates.
- **UBCM does not provide or distribute a Delegate or Convention Attendee List**



# Exhibit Floor Traffic Generators

## Exhibit Floor Traffic Generators

- ❑ After the morning and afternoon plenaries, **Refreshment Breaks** will be hosted in the **Delegates' Lounge** and **Hydration Lounge** inside the exhibit hall. These locations are always popular and lively meeting hubs, where delegates reconnect and spark spontaneous meetings as they discover exhibitor booths along the way.
- ❑ On Thursday, the agenda will break for lunch (tentatively from noon – 1:30 pm) Spotlighted in the Convention Program, from 12:30pm to 2:30pm, Delegates will be invited back to the show floor to enjoy **Decadent Desserts and Specialty Coffees** so that exhibitors and delegates can extend conversations and boost impromptu connections.



# Show Networking Opportunities

## Show Networking Opportunities

- ❑ On Wednesday afternoon, Exhibitors can take advantage of the relaxed atmosphere to strike up conversations and make new connections at the **Trade Show Social Hour** hosted on the show floor. Each *Delegate Badge* will include a complimentary drink ticket to encourage a show floor visit! Light nibbles served. No-host bar also available.
- ❑ The **UBCM Bistro Zone**, located in the northeast corner of the show floor will offer a selection of sandwiches, beverages and snacks available for purchase. Exhibitors can invite delegates to meet-up to discuss business over a coffee, or booth staff can step away to take a break—buy a tasty treat or cool drink to refuel, relax and recharge.



# Advertise in the Trade Show Guide

## Book Ad Space in the 2026 Trade Show Guide

Drive delegate traffic direct to your booth by placing an ad in the **printed** 2026 UBCM Trade Show Guide. Provided to all delegates, this 4-colour publication will complement the digital Convention Program and Event App.

**Advertising in the Trade Show Guide is an exclusive opportunity, available ONLY to exhibiting organizations.**

### Trade Show Guide

#### Publication Size:

Minimum 16 pages, 8.5" X 11"

**QUARTER PAGE – \$550**

**HALF PAGE – \$800**

**FULL PAGE – \$1500**

**BACK PAGE – By Sponsorship**

### Ad Sizes



# UBCM Sponsorship Program

## UBCM Sponsorship Opportunities

We have several Sponsorship Opportunities to help strengthen brand awareness and offer an impactful way to make your organization's presence known at the 2026 UBCM Convention. Our sponsorships will not only assist you to elevate your profile and visibility at the upcoming convention in Vancouver, but they will also help you to make a lasting impression and improve your name recognition within the BC local government sector.

## Sponsorship Renewal Process

Sponsors that previously supported the 2025 UBCM Convention in Victoria, will be given first right of refusal to return as the named sponsor for the same opportunity for 2026.

The UBCM Sponsorship team will typically begin the renewal process in early spring of each convention year.

*Premium-Level Sponsorship Opportunities* will be assigned priority booth placement in our designated preferred locations on the exhibit hall floor plan.



**Sponsorship Opportunities available to fit various budgets and marketing goals.**

Contact Kelsey Mackay-Smith, Manager, Events & Sponsorship, at 604-270-8226 ext. 103 or email [kmackaysmith@ubcm.ca](mailto:kmackaysmith@ubcm.ca)

# How To Apply To Exhibit

1. Starting **January 15th, 2026** visit [ubcm.ca](http://ubcm.ca). Under the top navigation menu go to **CONVENTIONS & RESOLUTIONS**, select to expand the **2026 Convention** > then click or tap on the **Trade Show** menu or tile.
2. Scroll down to **>Apply to Exhibit**. Then click to open the **2026 Trade Show Exhibitor Application and Registration Form** hosted on [www.civicinfo.bc.ca](http://www.civicinfo.bc.ca)
3. Complete the 2026 Exhibitor Application Form **before midnight April 15, 2026** to secure the **\$2895 EARLY BIRD RATE** - **\$300 discount off the Regular Package Rate** (rate per 10'x10' Standard Exhibit Package) No promo code required.
4. Early Bird Discount Rate is ONLY available for the first 75 booths sold before the April 15, 2026 Early Bird Deadline. Regular Rate Packages are \$3195 plus GST.
5. Booth selection priority will be allocated on a first-registered, first-paid basis. VISA, MasterCard and AMEX accepted.

**Questions About How to Complete The Exhibitor Application?**  
call Karen Slessor at 1-888-737-2583 or email [tradeshow@ubcm.ca](mailto:tradeshow@ubcm.ca)

# Key Dates and Deadlines

## Preliminary Key Dates and Deadlines

All deliverables, documents & deadlines will be available on each registered exhibitor's [Trade Show Exhibitor Portal](#)

Jan. 15, 2026	<b>Exhibitor Application &amp; Registration Opens</b> with <i>Early Bird Pricing</i> (no promo code required)
Jan. 15, 2026	<b>Ad Space Sales Open for the Trade Show Guide</b> ; available to registered exhibitors only
April 15, 2026	<b>Early Bird Rate Deadline</b> ; Subject to Early Bird allocation limit of 75 booths. (see page 5) Refer to Live Floor Plan for the current number of available booth numbers and locations.
June 2026	<b>Official Booth Assignments Begin</b> ; may be confirmed earlier, pending registration numbers
June 2026	<b>Exhibitor Manual</b> available on each registered exhibitor's UBCM Trade Show Exhibitor Portal
July 2026	<b>Exhibitor Service Forms</b> online links via Levy Show Services and Vancouver Convention Centre
Aug. 15, 2026	<b>Last day to Apply for Exhibit Packages</b> , pending booth space availability
Sept. 15, 2026	<b>Exhibitor Move-In</b> Exhibitor Services Desk opens at 9:00 am. Staggered booth access by show floor location. See <i>Target Move-in Plan</i> on Trade Show Exhibitor Portal for details
Sept. 16/17, 2026	<b>Trade Show Hours Open</b> — Wed:10:30 am to 5:00 pm and Thurs:10:00 am to 3:00 pm
Sept. 17, 2026	<b>Exhibitor Move-Out</b> —Booth dismantling not to start before 3:05 pm. See Trade Show Exhibitor Portal for up-to-date Move-Out procedures.

# Eligibility and Key Contacts

## Exhibitor Eligibility

UBCM reserves the right to decline any exhibitor's application whose business may not be targeted to or aligned with BC local governments or UBCM interests, or any organization not in good standing with UBCM.

## UBCM Key Contacts

If you have specific questions about exhibiting or convention sponsorship, please contact:

### For Exhibit Sales, Show Guide Advertising and Trade Show Management

Karen Slessor [tradeshow@ubcm.ca](mailto:tradeshow@ubcm.ca)

Call Toll Free: 1-888-737-2583

### For Sponsorship Opportunities and Convention Management or Special Events

UBCM Manager, Events & Sponsorship

Kelsey Mackay-Smith [kmackaysmith@ubcm.ca](mailto:kmackaysmith@ubcm.ca)

Call: 604-270-8226 ext. 103



# 2026 UBCM Convention

## Tentative\* Agenda-At-A-Glance

This agenda is tentative and will change. Please refer to the *2026 Convention Information* web page on [ubcm.ca](http://ubcm.ca) for ongoing agenda updates. A final detailed agenda will also be available in a digital edition of the *2026 Convention Program* and the *UBCM Convention Event App*.

### Monday, September 14

- Convention Registration Opens
- UBCM Study Sessions and Tours
- New Delegates' Orientation
- Electoral Area Directors Meet & Greet

### Tuesday, September 15

- Convention Registration Desk
- Clinics Continental Breakfast
- Breakout Clinic Sessions
- **Exhibitor Registration Desk Opens**
- **Trade Show—Exhibition Hall B Move-In**
- Forum Sessions:  
Electoral Area Directors, Small Talk,  
Mid-Sized and Large Urban Communities
- Forum Lunches (optional)
- Plenary Session
- Provincial Policy Sessions
- Special Meetings & Networking Events
- Convention Welcome Reception  
(entrance with *Delegate Badges only*)

### Wednesday, September 16

- Convention Registration Desk
- Delegates' Continental Breakfast
- Breakout Sessions: Clinics and Workshops
- Opening Session, Annual Meeting, Keynote
- **Trade Show Floor Open**
- Principal Policy Session: Resolutions
- Area Association Lunches (optional)
- Special Address and/or Presentation
- Candidate Speeches, Election of Table Officers
- Cabinet Panels, Presentations, Awards
- **Trade Show Social Hour in the Exhibit Hall**
- Networking Events

### Thursday, September 17

- Registration, Continental Breakfast, Clinics
- Election of Table Officers continues
- Special Address and/or Presentations
- **Trade Show Floor Open**
- Resolutions Session Continues
- Candidate Speeches & Elections
- **Delegates' Dessert and Specialty Coffees Served in the Trade Show**
- Workshops and Panels
- **Trade Show—Floor Move-Out**
- UBCM Reception & Annual Banquet

### Friday, September 18

- Continental Breakfast
- Elections
- Resolutions Session Continues
- Special Address
- Installation of President Elect
- Sponsor Prize Draw
- Address by the Premier
- Convention Closing Remarks

\* TENTATIVE AGENDA ONLY – SUBJECT TO CHANGE

# Partial List of Previous Exhibitors

ABBOTSFORD CONCRETE PRODUCTS, ABORIGINAL TOURISM ASSOCIATION OF BC, AC GLOBAL SYSTEMS, ACCENT REFRIGERATION SYSTEMS, AFA FOREST PRODUCTS INC. AMBULANCE PARAMEDICS OF B.C. (CUPE LOCAL 873), APPRAISAL INSTITUTE OF CANADA - BC, ARTOPIA ADAPTIVE DISPLAY LTD., ASSOCIATION FOR MINERAL EXPLORATION BC, ASSOCIATION OF BC FOREST PROFESSIONALS, ASSOCIATION OF BC LAND SURVEYORS, ASSOCIATION OF CONSULTING ENGINEERING COMPANIES OF BC, ATHABASCA UNIVERSITY, BARR PLASTICS INC., BC AGRICULTURE COUNCIL/ARDCORD, BC ASSESSMENT, BC CANCER AGENCY PREVENTION PROGRAMS, BC HYDRO, BC CONSTRUCTION ASSOCIATION, BC GOVERNMENT & SERVICE EMPLOYEES' UNION, BC HEALTHY COMMUNITIES SOCIETY, BC HOUSING, BC INSULATORS, BC LANDSCAPE & NURSERY ASSOCIATION, BC LUNG ASSOCIATION - QUIT NOW SERVICES, BC MAIL PLUS / QUEEN'S PRINTER, BC ONE CALL, BC PUBLIC LIBRARIES, BC REAL ESTATE ASSOCIATION, BC TRAPPERS ASSOCIATION (BCTA), BC WILDLIFE FEDERATION, BCIT - BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY, BCLC, BIOMAXX WASTEWATER SOLUTIONS, BIRD STUDIES CANADA, BRITISH COLUMBIA COMMUNITY FOREST ASSOCIATION, BRITISH COLUMBIA TREATY COMMISSION, CANADA MORTGAGE & HOUSING CORPORATION - CMHC, CANADA REVENUE AGENCY, CANADIAN ARMED FORCES, CANADIAN ASSOCIATION OF HOME & PROPERTY INSPECTORS BC, CANADIAN ASSOCIATION OF PETROLEUM PRODUCERS, CANADIAN BAR ASSOCIATION (BC BRANCH), CANADIAN LABOUR CONGRESS, CEMENT ASSOCIATION OF CANADA, CENTRAL 1 CREDIT UNION, CHBA BC'S DEPARTMENT G, CHELSEA NATURAL GAS LIMITED, CIVICINFO BC, CLEAN ENERGY BC, CN, COAST FOREST PRODUCTS ASSOCIATION, COLAS SOLUTIONS INC., COLLEGE OF APPLIED BIOLOGY, COLUMBIA INSTITUTE, COLUMBIA POWER CORPORATION, COMMUNITY ENERGY ASSOCIATION, COMMUNITY FUTURES BRITISH COLUMBIA, COMMUNITY INFRASTRUCTURE FINANCE FUND L.P., COMMUNITY LIVING BC, CREATIVE BC, CREATIVELY UNITED FOR THE PLANET SOCIETY, CREE CANADA, CUPE BC, DIVISION 15 MECHANICAL LTD., EAGLE MAPPING LTD., EASY BUILD STRUCTURES, ECO-FLEX, E-COMM 9-1-1, EMTERRA ENVIRONMENTAL, ENCORP PACIFIC (CANADA), ENNIS - FLINT, ENPOINTE ENTERPRISES, EZ DOCK, FCM - RAC PROXIMITY INITIATIVE, FEDERATION OF BC WOODLOT ASSOCIATIONS, FINK MACHINE INC., FIRE CHIEFS' ASSOCIATION OF BC, FIRST IMPRESSIONS VISUALS, FOREST PRACTICES BOARD, FORTIS BC, GEOSTABILIZATION INTERNATIONAL, GLENBRIAR TECHNOLOGIES INC., GLOBE 2014, GREAT WEST EQUIPMENT, GROUND FORCE TRAINING INC., HABITAT SYSTEMS INC., HENDERSON RECREATION EQUIPMENT LTD., HESPV, HUGHES CONDON MARLER ARCHITECTS, ICBC, INCLUSION BC, INSURANCE BUREAU OF CANADA, INVESTMENT AGRICULTURE FOUNDATION OF BC, IPL INC., JRP SOLUTIONS LTD., JUSTICE INSTITUTE OF BRITISH COLUMBIA, KIDNEY FOUNDATION OF CANADA, BC BRANCH, LANDCOR DATA CORPORATION, LAST DOOR, LUMISAVE, LED ROADWAY LIGHTING, LIFESAVING SOCIETY - BC & YUKON BRANCH, LMG LUCID MANAGEMENT GROUP, LOCAL GOVERNMENT MANAGEMENT ASSOCIATION OF BC, MAIL-O-MATIC SERVICES, MARATHON SURFACES, MASTER MUNICIPAL CONSTRUCTION DOCUMENTS ASSOCIATION, MUNICIPAL INSURANCE ASSOCIATION OF BC, MUNICIPAL PENSION PLAN, MUNICIPAL PENSION RETIREES ASSOCIATION, MUSCO SPORTS LIGHTING, NEPTUNE TECHNOLOGY GROUP (CANADA) LTD., NORTHERN DEVELOPMENT INITIATIVE TRUST, NUSTADIA RECREATION INC., OMBUDSPERSON OF BC, OMINECA BEETLE ACTION COALITION, OPUS DAYTONKNIGHT, PACIFIC BLUE CROSS, PACIFIC COASTAL AIRLINES, PBK ARCHITECTS, PLACEspeak INC., PORT METRO VANCOUVER, PRISM ENGINEERING LTD., PRIVATE MANAGED FOREST LAND COUNCIL, PROTELEC CHECKMATE, PROVINCE OF BC - GOVERNMENT COMMUNICATIONS & PUBLIC ENGAGEMENT, PVL PROJECTS, RASMUSSEN & CENTENNIAL BOOKBINDING, RAVENHILL GROUP INC., REAL ESTATE FOUNDATION OF BC, RECTEC INDUSTRIES INC., RHINOSNOT CANADA INC., ROCK CRAFT/CROZIER, ROYAL ROADS UNIVERSITY, SHEPHARD ASHMORE INSURANCE, SHIFT INTO WINTER, SPANMASTER STRUCTURES LTD., SPECTRA ENERGY, SPEEDMINTON, SPRUNG STRUCTURES, STRUCTURECRAFT BUILDERS INC., SUCCESS BY 6, SURE-CLOSE INC., SWING TIME DISTRIBUTORS LTD., TALIUS, THE FLAG SHOP - TEXTILE IMAGE INC., TIME SENSE ENTERPRISES CORP., TIRES STEWARDSHIP BC, TRANS MOUNTAIN EXPANSION PROJECT, TRANSCANADA PIPELINES, TRANSPORT CANADA, URBAN SYSTEMS LTD., VANCOUVER FOUNDATION, VARINET TELESERVICES INC., VEOLIA WATER SOLUTIONS & TECHNOLOGIES, VOLUNTEER FIREFIGHTERS' ASSOCIATION OF BC, WOOD WORKS!, ONSITE WASTEWATER MGMT. OF BC, WE CONSULTING & BENEFITS, WESGROUP EQUIPMENT, WESTERN FOREST PRODUCTS INC., WESTERN SILVICULTURAL CONTRACTORS' ASSOCIATION, WHISTLER CENTRE FOR SUSTAINABILITY, WILDFIRE ENVIRONMENTAL INC. AND MORE.

ASK FOR THE 2024 TRADE SHOW GUIDE TO SEE A DETAILED EXHIBITOR LIST



# 2026 UBCM Trade Show

## *THE Place To Do Business With BC Local Government*

**The UBCM Trade Show is where local government comes together to cultivate, advance and explore new business relationships.**

**Sign Up To Exhibit Today!**

[www.ubcm.ca](http://www.ubcm.ca)  
[tradeshow@ubcm.ca](mailto:tradeshow@ubcm.ca)

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