

*This analysis excludes all non-buying categories including exhibitors and press. Source data provided by registrants during the registration process.*

	2017	2016
<b>Professional Attendance</b>		
IBS Attendees (Excluding Exhibitors, Press, etc.)	41,755	44,773
IBS Exhibitors	15,995	14,914
KBIS Visitors (Verified)	10,664	7,227
Window Coverings Visitors	n/a	299
Int'l Surfaces Visitors	n/a	442
<b>Total Registration</b>	<b>68,414</b>	<b>67,655</b>

<b>IBS Business Classifications</b>		
<b>Builders</b>		
Single Family Builders	33.0%	29.1%
Multifamily Builders	5.6%	6.0%
Active Adult	2.1%	2.0%
Remodelers	8.5%	7.8%
Commercial/Land Development	6.0%	6.6%
Sub-contractors	7.4%	7.2%
Professional Specialties	13.2%	16.0%
Wholesale/Retail (Dealer/Distributors)	19.8%	20.5%
Financial Services	1.2%	1.4%
Non-Exhibiting Supplier	3.1%	3.0%
<b>Total</b>	<b>100%</b>	<b>100%</b>

<b>IBS Business Titles</b>		
President & CEO	20%	20%
Owner, Principal or Partner	21%	22%
VP/General Manager	11%	11%
Director/Manager	7%	7%
Purchasing	3%	3%
Architect, Designer, Engineer	5%	5%
Construction Management	6%	6%
Estimating	1%	1%
Sales & Marketing	16%	16%
Information Technology	1%	1%
Administration	4%	4%
Installer	2%	2%
Consultant	3%	3%
<b>Total</b>	<b>100%</b>	<b>100%</b>

<b>IBS Business Volume</b>		
Under \$500,000	11%	11%
\$500,000 to \$1 Million	8%	7%
\$1 Million to \$5 Million	24%	28%
\$5 Million to \$10 Million	12%	13%
<b>\$10 Million and Over</b>	<b>22%</b>	<b>24%</b>
No Construction Activity	17%	17%
Unspecified	5%	0%
<b>Total</b>	<b>100%</b>	<b>100%</b>

