



ICFF 2016 Event report

Statistics derived from registration data and post event attendee survey

Overall attendance:

2016: 34,651

2015: 33,620

2014: 29,642

Attendance by title:

60%: Architectural firm, interior design firm, designer, interior decorator, designer studio, and specifiers

18%: Developers, hotels, buying offices/purchasing firms, property management, restaurants, cruise lines

15%: Retail, luxury retail boutiques, visual merchandisers

5%: Importers, licensing agents, dealers, consulting firms, exporters, distributors

2%: Manufacturers

Attending Press (editorial): 976

Most requested categories by ranking:

1. Furniture
2. Lighting
3. Accessories
4. Materials
5. Textiles

6. Seating
7. Kitchen & Bath
8. Carpeting & Flooring
9. Wall Coverings
10. Fabricators
11. Outdoor Furniture

Attendee design sectors by ranking:

1. Residential Luxury Design
2. Retail
3. Residential- Kitchen & Bath
4. Workplace
5. Hospitality
6. Education
7. Healthcare

Geography- top 10 attending states by ranking:

(48 states represented in total)

1. New York
2. New Jersey
3. California
4. Connecticut
5. Pennsylvania
6. Massachusetts
7. Florida
8. Illinois
9. Texas
10. Maryland

International attendance by ranking:

(65 countries represented in total)

1. Canada
2. Italy
3. United Kingdom
4. Mexico
5. France
6. Japan
7. Brazil
8. Australia
9. Columbia
10. South Korea

Top 5 reasons given to attend:

1. See new products
2. Keep up to date with trends and styles
3. Find new suppliers
4. Maintain and build relationships and networks
5. See existing suppliers

Attendee scorecard of ICFF 2016:

(1-10 with 1 being the worst)

1. Overall satisfaction: 8
2. Consider ICFF must attend: 9
3. Found new products at ICFF: 9
4. Influence on purchasing as a result of seeing product at show: 8

Attendee action planned as a result of attending:

1. I will visit exhibitor website for more information: 74%
2. I will contact exhibitor: 54.2 %
3. I will follow up with new exhibitor contacts: 51%
4. I placed or will place an order with one or more new vendors: 26.6%
5. I placed or will place an order with one or more of my current vendors: 21.1%

Attendee spending levels:

1. Order volume indicated as 27% higher than ICFF 2015
2. \$145,700 average planned spend with exhibitors over the next 12 months
3. \$5 Billion spending projected based on average spend reported

Future attendance:

1. 83% of 2016 attendees indicate they will attend ICF 2017