

Leasing Opportunities



Welcome to Los Angeles

Downtown Los Angeles is composed of a wildly diverse group of neighborhoods. LA's downtown redevelopment continues to transform the city's core from a "nine-to-five" corporate borough to a hip, vibrant destination for trendsetters, creatives and urban dwellers, redefining the way Angelenos live. With this renaissance comes a thriving community of commerce populated by chic new restaurants, boutiques, galleries and showrooms frequented by affluent, loftliving residents in pursuit of the latest culinary, fashion, cultural, and design trends.

LA Mart

LA Mart contains the West Coast's most comprehensive collection of fine regional and national showrooms available to the trade and consumer buying communities. Encompassing 500,000 square feet of gift, home, furniture, and lifestyle lines, the LA Mart Gift + Home + Design Center features thousands of premium product lines, from custom manufactured to nationally branded merchandise, represented in our permanent showrooms.

TEMPS LA

LA Mart presents an exclusive and curated floor of the best Temporaries on the West Coast. TEMPS LA will occur twice yearly for shopping during our Winter and Summer Markets, and will be comprised of over 60,000 square feet of fresh, innovative product lines many of which are only available at the LA Mart. The newly remodeled state of the art exhibition hall, which will be the home of TEMPS LA, offers a fresh approach in contrast to other staid trade-hall shows, by offering an ultra-modern setting that includes polished concrete flooring, complimentary WiFi, LED lighting and first-class customer service and amenities throughout the hall's contemporary setting.



LA Mart
1933 S. Broadway, Suite 409
Los Angeles, CA 90007



LA Mart Amenities



The Building

- Business hours: M–F, 9am–5pm
- Ongoing Trade and Consumer Events
- WiFi in Lobby
- Press Room/Business Center
- Buyers' and Designers' Lounges
- 24/7 Access to building
- 24/7 Building and Parking Security
- 2 Parking Lots and Street Parking
- Front Desk Concierge
- Loading Dock
- Market Café, Coffee by Kofi and Gourmet Food Trucks

LA Mart

- Quarterly Markets (Seasonal)
- Bi-annual Sample Sales
- Buyer Travel Program
- Market Tuesdays
- Mid-Week Marketplace
- Design Center Wednesdays
- Support Showroom Events



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Why Los Angeles?



Downtown Los Angeles offers world class attractions, incredible restaurants, a thriving nightlife and walkable streets. The spectacular L.A. LIVE entertainment complex includes popular attractions such as the GRAMMY Museum, Lucky Strike Lanes and Regal Cinemas.

STAPLES Center is home to the Lakers, Clippers, Kings and Sparks, and also hosts major concerts. The stunning Walt Disney Concert Hall anchors the Music Center, Dorothy Chandler Pavilion, Ahmanson Theatre and Mark Taper Forum.

The Museum of Contemporary Art houses an acclaimed permanent collection and rotating exhibits. Historic Exposition Park is home to the California Science Center, the California African American Museum, the LA Memorial Coliseum and Sports Arena, and the Natural History Museum.



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Why LA Mart?

TOP 5 REASONS BUYERS SHOP AT LA MART

- 1 Showrooms & Exhibitor Booths**
Over 100+ showrooms exclusive to LA Mart
- 2 New Product Lines**
Hundreds of new product lines quarterly
- 3 Product Selection**
More than 10,000 lines
- 4 Location, Location, Location**
Strong loyal California + Western states buyer base
- 5 Salespeople Relationships**
Showrooms with Sales Reps with over 20 years of customer service experience

Average monthly new buyers at LA Mart:
157 new buyers.

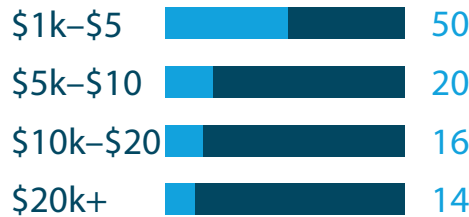
LA Mart attracts **76% of California buyers on a daily basis.**

LA Mart offers daily opportunities to introduce new product.
We're open M-F, 9-5.

LA MART BUYERS: BY THE NUMBERS



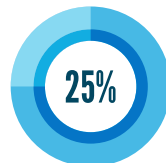
Volume of dollars spent at LA Mart Markets



74%



Most buyers shop LA Mart Gift +



Buyers that attend all 4 LA Mart Markets (Spring, Summer, Fall, and Winter)

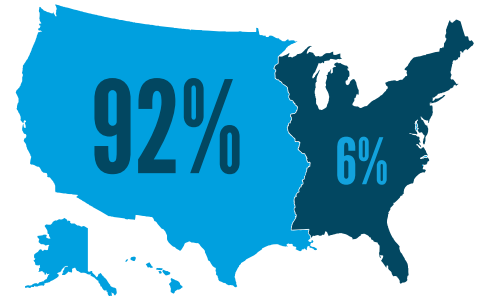


Buyers that attend the LA Mart Markets AND shop at the LA Mart during non-show times

Buyers that shop during non-show

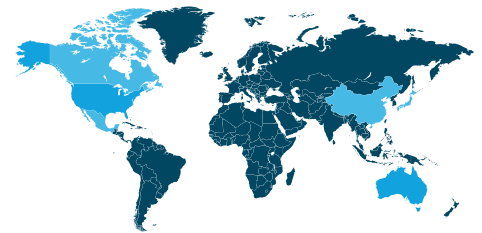


WHERE DO OUR YEAR-ROUND BUYERS COME FROM?

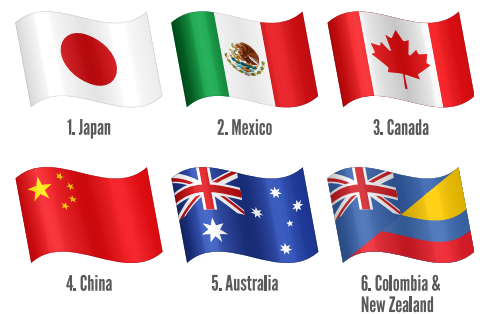


Top 5 Western States | Top 5 Eastern States

- | | |
|---------------|-------------|
| 1. California | 1. Florida |
| 2. Arizona | 2. New York |
| 3. Nevada | 3. Illinois |
| 4. Texas | 4. Michigan |
| 5. Washington | 5. Missouri |



Top 6 International Buyer Communities



Sources:
 • Daily registration data collected 2019
 • LA Mart Winter and Summer Market buyer surveys,



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LA Mart's Top Retailers



Industry Partners



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LA Mart Marketing



Markets & Events

Quarterly Markets

Winter, Spring, Summer, and Fall

Mid-Week Marketplace

Credentialed buyers and designers who register at the lobby admissions desk on Wednesday or Thursday, receives validation for \$5 parking (good for that day only).

Design Center Wednesdays

Exclusive Design Center showroom specials and complementary parking last Wednesday of every month.

Semi-Annual Gift & Home Sample Sales

2 day sample sales in
June and November

LA Mart provides showrooms with marketing resources to assist and compliment your existing marketing efforts to promote your brand, attract prospective buyers, build customer relationships and drive traffic to your showroom.

- Print & Online advertising
- Press Relations
- Editorial Coverage
- Direct Mail
- Telemarketing
- Email Marketing
- Social Media
- Building Signage
- Vignette Merchandising
- Print, Online and Mobile Directory
- Showroom Event Support
- Comprehensive Show Support
- Buyer Relations Program

On-Site Advertising

Get noticed and position your brand top-of-mind with your customers!

LA Mart offers marketing opportunities during Markets for on-site advertising, so you get the most out of Market. Contact **Victoria Harding** for more information about on-site advertising, vrharding@lamart.com or **213.763.5788**.



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Temps Are Back!



LA Mart is proud to announce the return of exclusive Temporaries at the LA Mart. TEMPS LA will take place on LA Mart's spacious, state-of-the-art, 1st floor exhibit hall with all of the complimentary exhibitor amenities that you'd expect to receive from the LA Mart.

For Booth Inquiries Contact

Nora Wade

Sales Director

213.763.5833

nwade@lamart.com

10x10 booth options – All Inclusive

- HARD WALL BOOTH PACKAGE
- 2 COMPLIMENTARY 50 WATT LIGHTS PER BOOTH
- COMPLIMENTARY ONSITE DRAYAGE
- COMPLIMENTARY WIFI
- INTERIOR BOOTH PACKAGE which includes:
 - (1) 6' table
 - 2 Chairs
 - Waste basket
 - Booth ID sign
- COMPLIMENTARY ON-SITE PRODUCT DISPLAY OPPORTUNITIES



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Contact Us



Main

213.763.5800
info@lamart.com
www.lamart.com
1933 S. Broadway, Ste. 409
Los Angeles, CA 90007

Leasing Inquires

James A. Wilson
Leasing Director
213.763.5832
jawilson@lamart.com

TEMPS LA

Nora Wade
Sales Director
213.763.5833
nwade@lamart.com

Marketing Inquires

Victoria Harding
Marketing + Communications
213.763.5788
vrharding@lamart.com



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