



I.CON IS INDUSTRIAL REAL ESTATE.

I.CON Delivers Results Both In-Person and Online

I.CON WEST

AUG. 31-SEPT. 1, 2021
LONG BEACH, CALIFORNIA
naiop.org/iconwest21



I.CON Virtual 2020: 1,115 registrations with a 75% conversation rate – twice the industry average!

The demographics for I.CON VIRTUAL were nearly identical to the in-person conference.

“Many groups are doing virtual conferences right now – but NAIOP is doing them really well.”

- QUOTE FROM A TOP NAIOP SPONSOR



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NOV. 11-12, 2021
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What attendees say:

The 2019 I.CON conferences attracted 1,700+ attendees. Each conference delivered almost 800 attendees, with an 85% unique audience at each – 15% of the audience attended both.

“There is no better 24 hour networking and educational conference in the industrial property field than I.CON – I attend every year and it continues to pay dividends in my business.”

JONATHAN TRATT, PRINCIPAL, TRATT PROPERTIES, LLC



Who will you meet?

52% Owners/Developers/Asset Managers
Investors

24% Brokers

17% Architects/Engineers/Contractors
Related fields

7% EDAs/Port Authorities/Accountants
Consultants/Financiers

83% Senior Management

40 of the top **50** Industrial Real Estate Developers / Owners attended 2019 I.CONs
Every major brokerage firm was represented.

“NAIOP events consistently bring out the most impactful people in the real estate industry. Between the education, relationship building, and deal making potential, there are very few platforms as invaluable as I.CON.”

ZACHARY CSIK, MANAGER, REAL ESTATE DEVELOPMENT, ROCKEFELLER GROUP



“Nowhere else can you find this powerful blend of forward thinking content and national industry leaders. I recommend it to all of my partners.”

DAVE FRANCE, SENIOR ASSOCIATE, LAND DEVELOPMENT AND INDUSTRIAL MARKETS, KIMLEY-HORN AND ASSOCIATES, INC.



Based on feedback since 2015:

95% of attendees say they will recommend I.CON to colleagues.

92% of sponsors and attendees said they made new or strengthened existing relationships.

40% of sponsors and attendees report starting or closing a deal at I.CON.

MAXIMIZE YOUR IMPACT!
Sponsor both I.CONs in 2021 and take 10% off.

TO SECURE YOUR SPONSORSHIP, CONTACT:
Christopher Ware, ware@naiop.org | 703-674-1419

Joel Stecura, stecura@naiop.org | 703-674-1409





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LEVEL	REGISTRATIONS	SPONSORSHIP BENEFITS	INVESTMENT
TOP LEVEL			
PREMIER	TEN	Top recognition at most events, premium pre-conference promotional package, <i>plus</i> exclusive sponsor item. <u>CHOOSE ONE:</u> two bonus registrations, print or digital advertising space, or tabletop exhibit in premium location.	\$18,000
PLATINUM	FOUR	Premium recognition at most events including reception. <u>CHOOSE ONE:</u> two bonus registrations, print or digital advertising space, or tabletop exhibit in premium location.	\$14,000
STANDARD LEVEL			
GOLD	THREE	Recognition at most education sessions. <u>CHOOSE ONE:</u> two bonus registrations, print or digital advertising space, or tabletop exhibit.	\$7,000
SILVER	TWO	Recognition in conference common areas. <u>CHOOSE ONE:</u> two bonus registrations, print or digital advertising space, or tabletop exhibit.	\$6,000

ALL SPONSORSHIPS INCLUDE: Recognition on conference website and in conference app; access to conference attendee lists; and option to purchase additional registrations at a discounted rate. Invest with confidence in 2021. Should either I.CON change from a live conference to a virtual event, NAIOP will contact all sponsors and provide them with the option of continuing their sponsorship, moving the investment to another NAIOP event, or requesting a refund.

NAIOP sponsorship plans provide you with a unique opportunity to build your brand and influence key power players in CRE.



Who sponsors? Nearly 60 Companies Sponsored I.CON Virtual 2020

Arco Design/Build Industrial
Aurora Contractors
Avison Young
BentallGreenOak
BL Companies
Black Creek Group
Bohler Engineering
BRE
Bridge Development Partners
Brookfield Properties
Catalyze
CBRE
Centerpoint Properties
Clarion Partners
Coeo Space
Colliers International
Crow Holdings
Cushman & Wakefield
Duke Realty

Eastdil Secured
ElmTree Funds, LLC
E-Z Riser Roof Raising
FCL Builders
First Industrial Realty Trust
Forsgate Industrial Partners
Hartz Mountain Industries
IDI Logistics
JLL
Johns Manville
KCC
Kleinfelder
KSS Architects
LBA Logistics
Lee & Associates
Link Industrial Properties
Majestic Realty Co.
Marcus & Millichap
Menard Group USA

NELSON
Newmark
NFI Industries
Pananoni Development Company
Port Houston
PrimX
Prologis
RC Andersen, LLC
Rockefeller Group
Roofing Southwest
SESI Consulting Engineers
Sitex Group
The Stewart Companies
Tradepoint Atlantic
Trammell Crow Company
Transwestern
USAA Real Estate
Ware Malcomb
Wonderful Real Estate

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