



I.CON IS INDUSTRIAL REAL ESTATE.



The I.CON conferences attract **1,700+** attendees annually, making I.CON the **largest gathering of industrial real estate developers, owners, investors, and brokers in North America.**

The I.CON conferences in 2019 and 2021 had approximately 850 attendees each, 87% of which were unique at each I.CON. Only 13% of attendees attended both I.CONs during these years.

I.CON WEST

MARCH 23-24, 2022

Westin Long Beach

LONG BEACH, CALIFORNIA

naiop.org/iconwest22



I.CON EAST

JUNE 8-9, 2022

Hyatt Regency Jersey City

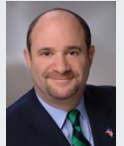
JERSEY CITY, JERSEY CITY

naiop.org/iconeast22



What attendees say:

“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

“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, Director, Real Estate Development NJ/PA Region, 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, Vice President, Kimley-Horn and Associates, Inc.

Who attends I.CON?

Attendees by Scope of Business

- 50%** Developers/Owners/Investors/Asset Managers
- 22%** Brokers
- 21%** Architects/Engineers/Contractor/Related Fields
- 5%** Economic Development Administrators/Port Authorities
- 2%** Other

Attendees by Title

83% Senior Management

Attendee stats are based on the I.CON conferences held in 2019 and 2021. I.CON 2020 was held virtually.

Results

- 92%** of attendees and sponsors say they make new or strengthen existing relationships at I.CON.
- 43%** report making or starting a new deal at I.CON.

Results stats are based on average I.CON post conference surveys from 2016 to 2021.

■ **Maximize your impact!**
Sponsor both I.CONs in 2022 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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NAIOP sponsorships provide you with a unique opportunity to build your brand and influence key power players in CRE.



**Leading industrial developers and owners from these companies attended at least one I.CON in 2021.
Meet them where they are in 2022: Secure your sponsorship today.**

Advanced Realty Group
AEW Capital Management, L.P.
Agracel, Inc
Amazon
Ambrose Property Group
Aries Management/Black Creek Group
Artis REIT
Barings
BBX Industrial
Becknell Industrial
BentallGreenOak
Brennan Investment Group
Bridge Industrial
Bridge Investment Group
Brookfield Properties
CenterPoint Properties
Clarion Partners
Conor Commercial Real Estate
CORE5 Industrial Partners
CPPIB America, Inc.
CRG
Crow Holdings Industrial
CT Realty Investors
Dalfen Industrial
Dermody Properties
DH Property Holdings LLC
DHL Real Estate Solutions
Duke Realty
Elberon Development Group
ElmTree Funds
Endurance Real Estate Group
EverWest Real Estate Partners
Exeter Property Group
Faropoint

First Industrial Realty Trust, Inc.
Forsgate Industrial Partners
G.S. Wilcox & Co.
GID Industrial
Greek Development
Griffin Partners, Inc.
Hartz Mountain Industries, Inc.
Hillwood
Hines
IDI Logistics
INDUS Realty Trust
J.P. Morgan Asset Management
LBA Realty | LBA Logistics
Link Logistics Real Estate
Logistics Property Company, LLC
Longpoint Realty Partners
LOWE
Majestic Realty Co.
Manulife
MDH Partners, LLC
Mericle Commercial Real Estate Services
Modlo
Mohr Capital
MRP Industrial LLC
NFI Real Estate
NorthPoint Development
Nuveen
Opus Group
Oxford Properties Group
Panattoni Development Company
Patrinely Group
PGIM Real Estate
Prologis

QuadReal Property Group
RDM Group
Realterm
Rexford Industrial Realty, Inc.
Richardson Properties
River Terminal Development Company
RiverRock Real Estate Group, Inc.
Rockefeller Group
Russo Development
Ryan Companies US, Inc.
Sands Investment Group
Scannell Properties
Seagis Property Group, LP
Seefried Industrial Properties Inc.
Shea Properties
Sitex Group
Starwood Capital Group
Stego Industries, LLC
Thor Equities
Tishman International Companies
Trammell Crow Company
Transwestern Development Company
Tratt Properties, LLC
Urban Logistics Realty
USAA Real Estate Company
VanTrust Real Estate LLC
VEREIT, Inc.
VESTA
W. P. Carey Inc.
Washington Capital Management, Inc.
Watson Land Company
Wonderful Real Estate Development
WPT Industrial REIT
Xebec

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NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION



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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.	\$19,995
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.	\$15,995
STANDARD LEVEL			
GOLD	THREE	Recognition at most education sessions. <u>CHOOSE ONE:</u> two bonus registrations, print or digital advertising space, or tabletop exhibit.	\$7,995
SILVER	TWO	Recognition in conference common areas. <u>CHOOSE ONE:</u> two bonus registrations, print or digital advertising space, or tabletop exhibit.	\$6,995

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.

MAXIMIZE YOUR IMPACT: Sponsor both I.CONs in 2022 and take 10% off.

Who sponsors I.CON?

100+ companies sponsored I.CON in 2021. 46% of sponsors supported both I.CONs in 2021.

Developer/Owner/Investors

Aerotherm/Realterm
 Amazon
 Ambrose Property Group
 Ares Management Corporation/Black Creek Group
 BBX Industrial
 BentallGreenOak
 Bridge Development Partners
 Brookfield Properties
 Centerpoint Properties
 Clarion Partners
 CRG
 Crow Holdings
 CT Realty Investors
 Dalfen Industrial
 Duke Realty
 Eastdil Secured
 ElmTree Funds
 Faropoint
 First Industrial Realty Trust, Inc.
 Forsgate Industrial Partners
 GID Industrial
 Greek Development
 Hartz Mountain Industries, Inc.
 Hilco Redevelopment Partners
 IDI Logistics
 LBA Logistics
 Link Industrial Properties
 Majestic Realty
 MODLO

NFI Industries
 Panattoni Development Company
 Prologis
 REDA
 Rexford Industrial Realty
 Rockefeller Group
 Sands Investment Group
 Sitex Group
 Tradepoint Atlantic
 Trammell Crow Company
 Transwestern
 Tratt Properties
 USAA Real Estate
 Watson Land Company
 Wonderful Real Estate

Broker

Avison Young
 CBRE
 Colliers International
 Cushman & Wakefield
 JLL
 Lee & Associates
 Marcus & Millichap
 NAI Global
 Newmark Knight Frank

Architect/Engineer/Contractor/ Related Fields

120 DegreeZ
 A&E Construction

AdvancedGeo, Inc.
 Alston Construction
 Arco Design/Build Industrial
 Big-D Construction
 BL Companies
 Bohler
 BRE Global
 Deacon Construction, LLC
 Dynamic Earth
 E-Z Riser Roof Raising
 FCL Builders
 GCP Ductilcrete Technologies
 Global Roofing Group
 Graycor Construction Company Inc.
 GZA GeoEnvironmental, Inc.
 HOAR Construction
 Johns Manville
 Kimley-Horn
 Kleinfelder
 KSS Architects
 LIUNA (LECET SW)
 Mantis Innovation
 March Associates
 Martin-Harris Construction
 Menard USA
 MG2
 Millie and Severson
 Oltmans Construction
 Pacific Geosource
 Powers Brown Architecture
 RoofConnect

Roofing Southwest
 Saunders Construction
 SGC Power
 Structure Tone
 The Raymond Corporation
 The Stewart Companies
 TRC Companies
 Uprite Construction
 Ware Malcomb

Economic Development

Administrators/Port Authorities
 Florida Power and Light
 Lehigh Valley Economic Development
 Pasco EDC
 Port Houston
 Port of Long Beach
 St. Lucie EDC
 Town of Apple Valley

Financiers/Technology/ Professional Services

Allen Matkins
 Berkadia
 Big Hound, Inc.
 Chase Commercial Banking
 CoStar
 Green Building Institute
 Harvest CREF
 Thought Trace
 Walker & Dunlop

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