



Everyone in Industrial Knows I.CON.

NAIOP's I.CON conferences are the largest gatherings of industrial real estate developers, owners, investors, brokers and related professionals in North America. Over 3,500 people attended an I.CON event in 2025. Half of those attendees report doing business with other I.CON attendees.

I.CON WEST 2026

March 3-4

InterContinental Los Angeles Downtown
naiop.org/iconwest26

I.CON EAST 2026

May 20-21

Hyatt Regency Jersey City
naiop.org/iconeast26

I.CON CENTRAL 2026

at the Fall Conference
October 5-7

Sheraton Downtown Denver
naiop.org/iconcentral26

I.CON DATA CENTERS 2026

NEW! May 19

Hyatt Regency Jersey City
naiop.org/icondatacenters26

I.CON COLD STORAGE 2026

September 1-2

Hyatt Regency Dallas
naiop.org/coldstorage26

Reach even more with our sector-specific conferences:

Key Facts about I.CON

- The most important aspect of I.CON to our attendees: **Networking**
- Top reason attendees registered: **A colleague recommended I.CON to them**
- Over half of our attendees report **doing business with other I.CON attendees**
- 90% of I.CON attendees say they plan on **registering for a future NAIOP event**

Don't take our word for it.

Here's what I.CON attendees are saying:

"I.CON has established itself as the premier industrial event of the year. Next year, avoid the fear of missing out by securing ticket and attending – it's truly worthwhile."

Andrew Moss, Director, Forsgate Industrial Partners

"I.CON East 2025 was a well-planned and organized event. The networking opportunities were endless while receiving insights from industry leaders."

Joe Galley, Senior Consultant, Verdantas, LLC

"I.CON is the 'Who's Who' of the commercial industrial world."

Sal Fama, Commercial Sales Manager, Sherwin Williams Company

"I arrived at I.CON West seeking to bolster my knowledge of the overall market and to learn how non-CRE issues such as power generation and U.S. trade policy are likely to affect my business. I was able to accomplish both of these aims and I took LOTS of notes."

Alex Thomson, Founder, Prevail Consultants

Average I.CON Attendee by Scope of Business

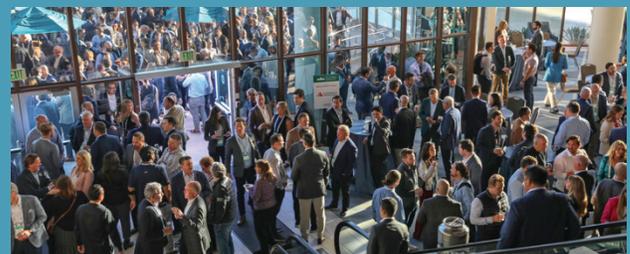
45% Developer, Owner, Investor

33% Architect, Engineer, Contractor

12% Broker

6% Consultant, Accountant, Related Professional Services

5% Other



MAXIMIZE YOUR IMPACT!

- Sponsor any two I.CONs and take 10% off
- Sponsor any three I.CONs and take 15% off
- Sponsor all I.CONs and take 20% off

TO SECURE YOUR SPONSORSHIP, CONTACT:

Christopher Ware, ware@naiop.org, 703-674-1419 | Jim Sharifi, sharifi@naiop.org, 703-674-1409 | Kimberly Donohue, donohue@naiop.org, 703-674-1433



I.CON Cold Storage 2026

I.CON Cold Storage is the first national conference for cold storage developers, owners and investors. I.CON Cold Storage has sold out of sponsorships three years in a row.

Demographics: 500 attendees

Attendees by Scope of Business

- 30% Developers, Owners, Investors, Asset Managers
- 60% Architects, Engineers, Contractors and Related Fields
- 7% Brokers
- 2% Attorneys, Accountants, Consultants and Related Fields
- 1% Other

Attendees by Title

86% of attendees you meet will be senior management

Attendees by Location

- 42% from Southwest and Western U.S.
- 23% from Midwest
- 19% from Northeast and Mid-Atlantic
- 16% from South

Pictures from I.CON Cold Storage 2025 showing exhibits and sponsorship recognition:



LEVEL	REGISTRATIONS	SPONSORSHIP BENEFITS	INVESTMENT
PREMIER	TEN	Co-sponsorship of opening keynote sessions and welcome reception, premium pre-conference promotional package, <i>plus</i> one exclusive sponsor item. Premium exhibit location CHOOSE ONE: two bonus registrations, print or digital advertising space, or tabletop exhibit in premium location.	\$15,995
PLATINUM	FOUR	Co-sponsorship of opening keynote sessions and welcome reception. Premium exhibit location CHOOSE ONE: two bonus registrations, print or digital advertising space, or tabletop exhibit in premium location.	\$13,995
GOLD	THREE	Co-sponsorship of one block of concurrent education sessions, project tour, or networking break. CHOOSE ONE: two bonus registrations, print or digital advertising space, or tabletop exhibit in a preferred location.	\$6,995
SILVER	TWO	Recognition in conference common areas. CHOOSE ONE: two bonus registrations, print or digital advertising space, or tabletop exhibit.	\$5,995

All sponsorships include: recognition on the conference website and in the conference app, access to conference attendee lists, and an option to purchase additional registrations at a discounted rate.

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I.CON
INDUSTRIAL REAL ESTATE

WEST
March 3-4
Los Angeles

DATA CENTERS
May 19
Jersey City

EAST
May 20-21
Jersey City

COLD STORAGE
Sept. 1-2
Dallas

CENTRAL
Oct. 5-7
Denver

Who Sponsors I.CON?

234 companies sponsored I.CON in 2025. Top sponsors have supported NAIOP for over 17 years on average, and several have partnered with the association for 25 years or more. They know that NAIOP provides unparalleled access to their target audience of industry power players.

Developers/Owners/Investors

Affinius Capital
Altman Logistics Properties
Amazon
Ambrose Property Group
Ares Management LLC
Becknell Industrial
BGO
BKM Capital Partners
Brennan Investment Group
Bridge Industrial
Bridge Logistics Properties
Brittingham Construction & Development
Brookfield Properties
CapRock Partners
CenterPoint Properties
Choate Construction Company
Core5 Industrial Partners
Crawford Hoying
CRG
Crow Holdings Development
CT Realty
Eastdil Secured
Excelsior Partners LLC
First Industrial Realty Trust
Forsgate Industrial Partners
GID Industrial
Greek Real Estate Partners
Hartz Mountain Industries
Hillwood
IDI Logistics
Interstate Cold Storage (Tippmann)
Karis Cold
LBA Realty
Lee & Associates
Link Logistics Real Estate
Logistics Property Company
Longpoint Realty Partners
Majestic Realty
Mapletree
Matan Companies
NDustrial
NFI Industries
Panattoni Development Company
PGIM
PNK Holdings
Prologis
RealCold
RealTerm
Rockefeller Group
Saxum Real Estate
Scannell Properties
Shea Properties
Sitex Group
Summit Real Estate Group
The Conlan Company

The New Albany Company
The Stewart Companies
TiCold
Trammell Crow Company
Transwestern
Tratt Properties
VanTrust Real Estate
Watson Land Company
Westmount Realty Capital
Wonderful Real Estate

Brokers

Affinity
Avison Young
CBRE
Colliers
Cushman & Wakefield
JLL
KSR
Marcus & Millichap
Newmark
Savills

Architects/Engineers/Contractors/Related Fields

A&E Construction
Albany
All Weather Insulated Panels
Alston Construction
Alta Refrigeration
American Structurepoint
ARCO Design/Build
Bekaert
Bennett & Pless Structural Engineers
BL Companies
Bohler
Boudreau Pipeline
Brinkmann Constructors
Cerris Builders
CESO
Clarion Partners
Concrete Fiber Solutions
Conewago
CP Rankin
Deacon Construction
DEEM
Elevate Commercial Roofing Systems
Elite Roofing USA
Epstein
ESI Group
Exxcel Project Management
FALK Panel
FCL Builders
FREEZ Construction
GeoStabilization International
GeoStructures
Global Roofing Group

Graycor Construction Company
Green Span Profiles
Griffco Design/Build
GZA GeoEnvironmental, Inc.
Hemmer Construction Company
Howes & Company
Industrial Caulk and Seal
Innovative Refrigeration Systems, Inc.
Jersey Precast
Johns Manville
Kimley-Horn Associates
Kleinfelder
KSS Architects
Layton Construction Company
Mainspring Energy
March Associates
Martin-Harris Construction
McShane Construction
Menard USA
Metl-Span
Metromont
MG2
Miller Valentine Construction
Northeast Precast
Orion
Outdoor Digs
Partner Engineering & Science
Performance Structural Concrete Solutions, LLC
PNA Construction Technologies
Power Construction - Cold+Food Group
Powers Brown Architecture
Premier Design + Build Group
Primus Builders, Inc.
PrimX North America
Providence Engineering
Rack Builders, Inc.
Raise the Roof Logistics
Red Architecture
Rite-Hite
RMP Global, Inc.
RoofConnect
Seaman Corporation
Shambaugh & Son
Sherwin Williams
Specialty Consultants
Stellar
T&M Associates
Terracon Consultants, Inc.
The Kleingers Group
Twintec USA Kalman
Upright Construction
Vapor Armour
Versico Roofing Systems
W.L. Butler
Walker Consultants

Ware Malcomb
WDS Construction
Weiland
Wild Goose Chase, Inc.
Williams Company Management Group

Economic Development/Port Authorities

GROW Licking
New York City Economic Development Corporation
Ohio's Electric Cooperatives
One Columbus
Port of Houston
TeamCalifornia
Town of Apple Valley

Solar and Sustainability

California Energy Design Assistance Program
Dispatch Energy
Green Building Initiative
King Energy
Pivot Energy
Solar Landscape
Trail Ridge Power

CRE Tech

Compstak
CoStar Group
Crexi
Element Logic (formerly ABCO Systems)
Examen
Lev, Inc.
Lightbox
Northspyre

Other

Allvuz Technologies
Axis Communications
Chase
Cochrane USA
Dodge Construction Network
Duffy & Duffy Cost Segregation
International Institute of All-Natural Refrigeration
LiUNA
Modern Business Development
National Property Consulting Group
National Ready Mixed Concrete Association
Northwest Bank
Ownwell
Roth & Co.
Vorys, Sater, Seymour and Pease LLP
Wipfli LLP

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COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION



WEST March 3-4 Los Angeles	DATA CENTERS May 19 Jersey City	EAST May 20-21 Jersey City	COLD STORAGE Sept. 1-2 Dallas	CENTRAL Oct. 5-7 Denver
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Who will you meet at I.CON?

I.CON is the only conference series that delivers all these leading industrial real estate companies.

3-D Capital Realty Investments, LLC	Cardinal Point Management, LLC	Faropoint	Kin Properties	Onward Real Estate	Stewart Properties
Active Acquisitions	CBRE Investment Management	Federal Business Centers	King Energy	Opus	Stirling Properties
AEW Capital Management	CDPQ	Fidelity Investments	Kitchell Development Company	Outpost	Stockbridge Capital Group
Affinius Capital	CenterPoint Properties	First Industrial Realty Trust, Inc.	KMT Partners LLC	Outrigger Industrial	Stream Realty Partners
Agracel, Inc	CenterSquare Investment Management	Food Properties Group	Kraus Development	Overton Moore Properties	Summit Real Estate Group
AIC Ventures	Chartwell Real Estate Development	Forsgate Industrial Partners	Lake Creek Industrial	Oxford Properties Group	SunCap Property Group
AIG Global Real Estate Investment Corp.	Chenco International Investment Corporation	Forterra	Lake Washington Partners	Pacific American Group	Sweid & Sweid
Alere Property Group	Chick-fil-A Supply	Fortress Investment Group	LaSalle Investment Management	Pacific Life Insurance Company	Syvan Developments Limited
Almanac Realty Investors / Neuberger Berman	Chill Development	G3 Enterprise LLC	LBA Logistics	Panattoni Development Company	TA Realty
AlphaX RE Capital	Citimark Management Co., Inc.	Fundamental Income	LDK Ventures	Paul Hemmer Company	TaurusCRE
ALTA Refrigeration	Claremont Development	G&S Investors	Lee & Associates	Roebing Development	Tenby Partners
AltaBird Investments	Clarion Partners	G.S. Wilcox & Co.	LeVeck Commercial Construction & Development	PCCP, LLC	TGW Logistics
Alterra Property Group	CMB Regional Centers	G3 Enterprises	Lightstone	Performance Structural Concrete Solutions	The AM Group
Altman Logistics Properties	CMC Design-Build	GAIA	Lincoln Property Company	PGIM	The Boyer Company
Altus Properties	Cohen Asset Management	Gateway	Linden Warehouse and Distribution Co., Inc.	Pillari Bros. Construction Corp	The Carlyle Group
Amazon	Cold Summit	GC Riverside Real Estate	Lineage Logistics	PIMCO Prime Real Estate	The Davis Companies
Ambrose	Colliers	GID Industrial	Link Logistics Real Estate	Pintail Holdings	The Frassetto Companies
American Realty Advisors	Concord Equity Group, LLC	Globe Corporation	Locarno Investments	Platform Ventures	The Green Cities Company
Apollo Global Management	Condor Cold Storage	GLP Capital Partners	Logistics Property Company	PNK Group	The Hanover Company
ARCTRUST Industrial	Constellation Real Estate Partners	GO Industrial	Longpoint Realty Partners	Premier Development Partners	The Horne Companies
Ares Management	CORE5 Industrial Partners	Goldman Sachs	Lovett Industrial	Prevail Consultants	The Kroger Company
Argosy Real Estate Partners	Corebridge Real Estate Investors	Gordon Brothers Group - Real Estate Investment Division	LXP Industrial Trust	ProFood Solutions	The Missner Group
Arrowrock Development Group	CoreOne Industrial	Grandway Group	Macquarie Asset Management Real Estate	Prologis	The New Albany Company
Art Weiss Industrial Properties	Corliss Management Group LLC	Greek Real Estate Partners	Majestic Realty Co.	Property Reserve	The Renatus Group
Artemis Real Estate Partners	CPPIB America, Inc.	Green Street Advisors	Mammoth	PSP Investments	The Stro Companies
Atlas Capital Group	Crawford Hoying	GreenHawk Corporation, Inc.	Mapletree	QuadReal Property Group	The Wonderful Company
AutoStore	Crescent Communities, LLC	Greenlaw Partners LLC	March Capital Management	Radix Capital	Thor Equities
AXA	Crest Partners	GT Omniport	Mark IV Capital	Raven Industrial	Thor Urbana
B&B Site Development	Crestlight Capital	GTS-3	Mass Equity	Realterm	Ti Cold
B&D Holdings	CRG	Hanover Industrial	Matan Realty	Realty Income Corporation	Tippmann Group
Badiee Development Inc.	Crow Holdings Development	Hartz Mountain Industries, Inc.	MCA Realty, Inc.	Redfearn Capital	Tishman Speyer
Bain Capital Real Estate	CT Realty Investors	Helix Electric	MCB Real Estate LLC	Refrigerated Structures of New England	Titan Development LLC
Basis Industrial	CVP Development LLC	High Street Logistics Properties	McCarthy Development	Rexford Industrial	TMG
Bear Creek Real Estate Partners	Daifan Industrial	Highland Fairview	McCarthy Ranch	Rising Realty Partners	Tolles Development Company
Becknell Industrial	Deca Companies	Highline Real Estate	McDonald Property Group	River Terminal Development Company	Torchlight Investors
Bedrock	Deep Harbor LP	Hillwood	McWhinney	RL Cold	Tower 3
Bellwether Asset Management	Deindustrial Inmobiliaria	Hines	MDH Partners, LLC	Robinson Weeks Partners	TPG Real Estate
Bendetti	Dermody Properties	Holder Properties	Meadowood Enterprises, LLC	Rockefeller Group	Trammell Crow Company
BentallGreenOak	Deugen Development	IDI Logistics	Merice Commercial Real Estate Services	Rockwood Capital	Transwestern
Berkeley Partners	DH Property Holdings LLC	IDS Real Estate Group	Merus	Royal Oak Realty Trust	Tratt Properties
Bixby Capital Management	DHL Real Estate Solutions	Immostar	Miravista Holdings, LLC	Rushmark Properties	Trident Ventures
BKM Capital Partners	DIV Industrial	IndiCap, Inc.	Monarch Capital Partners	Ryan Companies	TRIP
Black Salmon Capital LLC	Door Capital Partners	INDJUS Realty Trust	Montrose Properties	Rycon Construction	TriPost Capital Partners
Blackstone	Douglas Capital Partners	Industrial Development Advantage	Morgan Stanley	Sagard Real Estate	Two Sigma Real Estate
BLT Enterprises	DRA Advisors LLC	Industrial Outdoor Ventures	Mortenson Properties	San Manuel Band of Mission Indians	U.S. Realty Advisors
Blue Owl Capital	DSV	Industrial Refrigeration Pros	Mosaic Development	Sands Investment Group	VanTrust Real Estate
Blue Vista Capital Management	Dublin Building Systems	Innovo Property Group, LLC	Mosaic Development Partners LLC	Saxum Real Estate	Verogy, LLC
BNSF Railway	Eagle Realty Group	InSite Real Estate, L.L.C.	NDustrial IO	Scannell Properties	Vertical Cold Storage
Branch Industrial	Eastdil Secured	Invesco Real Estate	Net Lease Capital Advisors	SCOA Real Estate Partners	Vision Real Estate Partners
Brennan Investment Group	Edged Energy	Investcorp International Realty, Inc.	New Albany Company	Seagis Property Group	VO Development Services
Bridge Commercial	Elberon Development Group	Investment Management Corporation of Ontario	Newmark	SENTE	W. P. Carey
Bridge Industrial	Elite Management Holdings LLC	Iowa Area Development Group	Nexamp	Shea Properties	Watson Land Company
Bridge Logistics Properties	Enclave	Ironhorn Enterprises	NFI Real Estate	Silver Creek Development	West Coast Cold Storage
Brittingham Construction & Development	Endurance Real Estate Group	J.G. Petrucci Co., Inc.	Nicola Institutional Realty Advisors	Silverpeak Real Estate	Westlake Realty Group
Brookfield Logistics	Envision Cold	J.P. Morgan Asset Management	NorthPoint Development	Sitex Group	Westmeath Investments
Business Property Development	EQT Real Estate	JCW Development	Nuveen	Solar Landscape	Westmount Realty Capital
Buzz Oates	Equity Resource Investments, LLC	JLL Capital Markets	Oakmont Industrial Group, LLC	Southgate Corporation	Whitman Peterson
CA Ventures	Equus Capital Partners	Jones Development Co	Oakridge Development Company	Specht Development, Inc.	Woodmont Properties
Cabot Properties	ETHOS Development, LLC	Justis Development	Oaktree Capital Management, LLC	STAG Industrial	WPT Capital
Canadian National Railway	EV Realty	Karis Cold	O'Donnell	STAKKD Companies	Xebec
CapitaLand Investment	Excelsior Partners, LLC	Kennedy Wilson - Commercial Investment Group	OnPace Cold	Staley Point Capital	Yellow Iron Real Estate
CapRock Partners	EXXCEL Project Management, LLC			Starwood Capital Group	Yukon Real Estate Partners
Capstone Advisors				Sterling Organization	Yusen Logistics
Cardinal Health Inc.					

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