



# I.CON IS INDUSTRIAL REAL ESTATE.



The I.CON conferences attract **2,000** 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 2022 had approximately 1,000 attendees each, 87% of which were unique at each I.CON. Only 13% of attendees attended both I.CONs during this year.

## I.CON WEST

MARCH 8-9, 2023  
LONG BEACH, CALIFORNIA  
[naiop.org/iconwest23](http://naiop.org/iconwest23)



## I.CON EAST

JUNE 7-8, 2023  
JERSEY CITY, NEW JERSEY  
[naiop.org/iconeast23](http://naiop.org/iconeast23)



### What attendees say:

“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

“I can’t begin to tell you how many new relationships we’ve started [at I.CON] and are already speaking with one developer on designing a series of million square foot projects.”



**MARK FLETCHER**, Business Development Director, Bohler Engineering NC, PLLC

“If you’re not at the NAIOP I.CON conference, someone else is – and they are stealing your next deal.”



**ANDREW MOSS**, Director of Leasing, Forsgate Industrial Partners

### Who attends I.CON?

*Attendees by Scope of Business*

- 45%** Developers, Owners, Investors, Asset Managers
- 28%** Architects, Engineers, Contractors and Related Fields
- 20%** Brokers
- 5%** Attorneys, Accountants, Consultants and Related Fields
- 2%** Other

*Attendees by Title*

**80%** Senior Management

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

### Results

- 92%** of attendees and sponsors say they make new or strengthen existing relationships at I.CON.
- 72%** of attendees say that networking is the most important aspect of I.CON for them.
- 43%** report making or starting a new deal at I.CON.

Attendee stats are based on the I.CON 2022 conferences. Results are based on average I.CON post-conference surveys from 2016 to 2021.

TO SECURE YOUR SPONSORSHIP, CONTACT:

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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 2022. Meet them where they are in 2023: Secure your sponsorship today.**

- |                                 |                                  |   |                                   |
|---------------------------------|----------------------------------|---|-----------------------------------|
| Amazon                          | Dermody Properties               | Lexington Realty Trust                    | Seagis Property Group, LP         |
| Ambrose Property Group          | DH Property Holdings LLC         | Lincoln Property Company                  | Sealy & Company                   |
| American Realty Advisors        | DHL Real Estate Solutions        | Link Logistics                            | Seefried Industrial Properties    |
| Ares Management LLC             | Diamond Realty Investments, Inc. | Logistics Property Company                | Shea Properties                   |
| Aries Capital, LLC              | Duke Realty                      | LOWE                                      | Sitex Group                       |
| AXA Investment Managers US Inc. | Elberon Development Group        | Macquarie Asset Management Real Estate    | Slate Asset Management            |
| Badiee Development Inc.         | ElmTree Funds                    | Majestic Realty Co.                       | STAG Industrial                   |
| Barings                         | Evergreen Industrial Properties  | McShane Companies                         | StarPoint Properties              |
| BBX Logistics Properties        | EverWest Real Estate Investors   | MDH Partners, LLC                         | Starwood Capital Group            |
| Becknell Industrial             | Faropoint                        | Modlo                                     | STEAM Realty, LLC                 |
| BentallGreenOak                 | Federal Business Centers         | Mohr Capital                              | Stego Industries, LLC             |
| Birtcher Development, LLC       | First Industrial Realty Trust    | Molto Properties                          | Stewart Properties                |
| Bixby Land Company              | Forsgate Industrial Partners     | MRP Industrial LLC                        | Stonemont Financial Group         |
| Bolour Associates               | G.S. Wilcox & Co.                | NFI Real Estate                           | Stream Realty Partners            |
| Brennan Investment Group        | George Smith Partners, Inc.      | Norges Bank Investment Management         | Summit Development Corporation    |
| Bridge Commercial               | GID Industrial                   | Nuveen                                    | Sun Industrial Partners           |
| Bridge Industrial               | GO Industrial                    | Oaktree Capital Management, LLC           | Terreno Realty Corporation        |
| Bridge Logistics Properties     | Goodman Realty Group             | Opus Group                                | The Carlyle Group                 |
| Brookfield Properties           | Greek Development                | Overton Moore Properties                  | Thomas & Mack Development Group   |
| Buzz Oates                      | Hanover Industrial               | Oxford Properties Group                   | Thor Equities                     |
| Cabot Properties, Inc.          | Hartz Mountain Industries, Inc.  | Panattoni Development Company             | Tishman International Companies   |
| Carson Companies                | Heller Companies LLC             | Penwood Real Estate Investment Management | Titan Development LLC             |
| CenterPoint Properties          | Hilco Redevelopment Partners     | PGIM Real Estate                          | TPG Real Estate                   |
| Charles Hawkins Co.             | Hillwood                         | Phelan Development Company                | Trammell Crow Company             |
| CIM Group                       | Himmel + Meringoff Properties    | Prologis                                  | Transwestern                      |
| Clarion Partners                | Hines                            | Realterm                                  | Tratt Properties, LLC             |
| Comstock Realty Partners        | IDI Logistics                    | Realty Income                             | TWR Real Estate Partners, LLC     |
| Confluent Development           | Innovo Property Group, LLC       | Rexford Industrial Realty, Inc.           | US Capital Development            |
| Conor Commercial Real Estate    | InSite Real Estate, L.L.C.       | River Terminal Development Company        | USAA Real Estate Company          |
| CORE5 Industrial Partners       | Invesco Real Estate              | RiverRock Real Estate Group, Inc.         | VanTrust Real Estate, LLC         |
| CRG                             | Ivanhoe Cambridge Inc.           | Rockefeller Group                         | Wall Street Realty Capital        |
| Criterion Group                 | J.P. Morgan Asset Management     | Russo Development                         | Watson Land Company               |
| Crow Holdings Industrial        | James Campbell Company LLC       | Ryan Companies                            | Westmount Realty Capital, LLC     |
| CT Realty Investors             | JP Morgan Asset Management       | Scannell Properties                       | Wonderful Real Estate Development |
| Dalfen Industrial               | Kirco Development                |   | Woodmont Properties LLC           |
| Dedeaux Properties              | Kitchell Development Company     |   | WPT Capital Advisors              |
| Denholtz Properties             | LBA Realty                       |   | Xebec                             |

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LEVEL	REGISTRATIONS	SPONSORSHIP BENEFITS	INVESTMENT
<b>TOP LEVEL</b>			
<b>PREMIER</b>	<b>TEN</b>	Top recognition at most events, premium pre-conference promotional package, <i>plus</i> exclusive sponsor item. <b><u>CHOOSE ONE:</u></b> two bonus registrations, print or digital advertising space, or tabletop exhibit in premium location.	<b>\$19,995</b>
<b>PLATINUM</b>	<b>FOUR</b>	Premium recognition at most events including reception. <b><u>CHOOSE ONE:</u></b> two bonus registrations, print or digital advertising space, or tabletop exhibit in premium location.	<b>\$16,995</b>
<b>STANDARD LEVEL</b>			
<b>GOLD</b>	<b>THREE</b>	Recognition at most education sessions. <b><u>CHOOSE ONE:</u></b> two bonus registrations, print or digital advertising space, or tabletop exhibit.	<b>\$8,495</b>
<b>SILVER</b>	<b>TWO</b>	Recognition in conference common areas. <b><u>CHOOSE ONE:</u></b> two bonus registrations, print or digital advertising space, or tabletop exhibit.	<b>\$7,495</b>

**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 and take 10% off.

## Who sponsors I.CON?

110+ companies sponsored I.CON in 2022. 8 in 10 sponsors from 2021 renewed for 2022, a rate well above industry average.

### Developers/Owners/Investors

Amazon  
Ambrose Property Group  
Ares Management Corporation, LLC  
Badiie Development, Inc.  
BBX Industrial  
BentalGreenOak  
Bridge Industrial  
Bridge Investment Group  
Brookfield Properties  
CenterPoint Properties  
Clarion Partners  
Crow Holdings Development  
CT Realty Investors  
Dalfen Industrial  
Duke Realty  
Eastdil Secured  
ElmTree Funds  
Faropoint  
First Industrial Realty Trust  
Forsgate Industrial Partners  
GID Industrial  
Greek Development  
Hartz Mountain Industries  
IDI Logistics  
LBA Logistics  
Link Logistics Real Estate  
Logistics Property Company, LLC  
Majestic Realty  
Modlo  
NFI Industries  
Panattoni Development Company  
Prologis

Realterm  
REDA  
Rexford Industrial Realty  
Rockefeller Group  
Sands Investment Group  
Shea Properties  
Sitex Group  
STAG Industrial, Inc.  
Tradepoint Atlantic  
Trammell Crow Company  
Tratt Properties  
USAA Real Estate  
Van Trust Real Estate, LLC  
Watson Land Company  
Wonderful Real Estate

### Brokers

Avison Young  
CBRE  
Colliers  
Cushman & Wakefield  
JLL  
Lee & Associates  
Marcus & Millichap  
NAI Global  
Newmark  
Stan Johnson Company

### Architects/Engineers/Contractors/ Related Fields

AdvancedGeo, Inc.  
AIA Contract Documents

Alston Construction  
ARCO Design/Build  
Big-D Construction  
BL Companies  
Bohler Engineering  
Boudreau Pipeline  
BRE Global  
Cal Solar, Inc  
Catalyze  
Deacon Construction  
E-Z Riser Roof Raising  
FCL Builders  
GeoStructures  
Global Roofing Group  
Graycor Construction Company, Inc.  
HITT  
Intertek - PSI  
Kimley-Horn  
Kleinfelder  
KSS Architects  
Martin-Harris Construction  
Menard USA  
Metromont  
MG2  
Millie & Severson, Inc.  
National Ready Mixed Concrete Association  
Northeast Precast  
Pacific GeoSource  
Partner Engineering and Science  
Pfister Energy  
Powers Brown Architecture

Premier Design + Build Group  
SanbornHead Associates  
SpecChem, LLC  
STO Building Group  
T&M Associates  
Terracon  
The Stewart Companies  
Uprite Construction  
Ware Malcomb

### Economic Development Administrators/Port Authorities

Florida Power & Light  
Lehigh Valley Economic Development  
Port of Houston  
Port of Long Beach

### Financiers/Technology/ Professional Services

Altus Group  
Chase Term Lending  
Compstak  
Costar Group  
Green Building Initiative  
Moody's Analytics  
Redaptive, Inc.  
Revere CRE  
Seyfarth Shaw, LLP  
Walker & Dunlop

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