



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

Reach even
more with our
sector-specific
conferences:

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

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

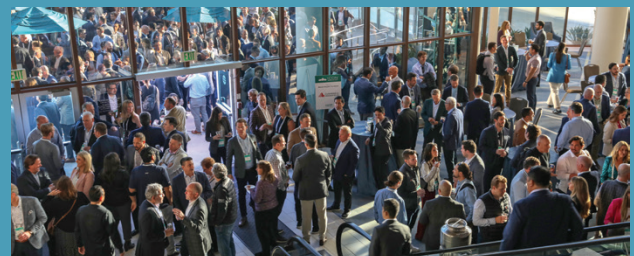
45% Developer, Owner, Investor

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

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION



I.CON
INDUSTRIAL REAL ESTATE

I.CON EAST 2026
May 20-21
Hyatt Regency Jersey City

I.CON East 2026

I.CON East is the largest industrial real estate conference in North America, attracting a who's who of industrial real estate developers, owners, investors and brokers. **I.CON East will sell out of registrations by late April** — act now or miss out!

Demographics: 1,250 attendees

Attendees by Scope of Business

- 45%** Developers, Owners, Investors, Asset Managers
- 34%** Architects, Engineers, Contractors and Related Fields
- 13%** Brokers
- 5%** Attorneys, Accountants, Consultants and Related Fields
- 1%** Technology Companies

Attendees by Title

83% of attendees you meet will be senior management

Attendees by Location

- 59%** from NJ/NY/PA tristate region
- 87%** from east of the Mississippi

Pictures from I.CON East 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.	\$20,995
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.	\$17,995
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.	\$9,995
SILVER	TWO	Recognition in conference common areas. CHOOSE ONE: two bonus registrations, print or digital advertising space, or tabletop exhibit.	\$8,995

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
Exxel 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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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
Active Acquisitions
AEW Capital Management
Affinius Capital
Agracel, Inc
AIC Ventures
AIG Global Real Estate Investment Corp.
Alere Property Group
Almanac Realty Investors / Neuberger Berman
AlphaX RE Capital
ALTA Refrigeration
AltaBird Investments
Alterra Property Group
Altman Logistics Properties
Altus Properties
Amazon
Ambrose
American Realty Advisors
Apollo Global Management
ARCTRUST Industrial
Ares Management
Argosy Real Estate Partners
Arrowrock Development Group
Art Weiss Industrial Properties
Artemis Real Estate Partners
Atlas Capital Group
AutoStore
AXA
B&B Site Development
B&D Holdings
Badiee Development Inc.
Bain Capital Real Estate
Basis Industrial
Bear Creek Real Estate Partners
Becknell Industrial
Bedrock
Bellwether Asset Management
Bendetti
BentallGreenOak
Berkeley Partners
Bixby Capital Management
BKM Capital Partners
Black Salmon Capital LLC
Blackstone
BLT Enterprises
Blue Owl Capital
Blue Vista Capital Management
BNSF Railway
Branch Industrial
Brennan Investment Group
Bridge Commercial
Bridge Industrial
Bridge Logistics Properties
Brittingham Construction & Development
Brookfield Logistics
Business Property Development
Buzz Oates
CA Ventures
Cabot Properties
Canadian National Railway
CapitaLand Investment
CapRock Partners
Capstone Advisors
Cardinal Health Inc.

Cardinal Point Management, LLC
CBRE Investment Management
CDPQ
CenterPoint Properties
CenterSquare Investment Management
Chartwell Real Estate Development
Chenco International Investment Corporation
Chick-fil-A Supply
Chill Development
Citimark Management Co., Inc.
Claremont Development
Clarion Partners
CMB Regional Centers
CMC Design-Build
Cohen Asset Management
Cold Summit
Colliers
Concord Equity Group, LLC
Condor Cold Storage
Constellation Real Estate Partners
CORE5 Industrial Partners
Corebridge Real Estate Investors
CoreOne Industrial
Corliss Management Group LLC
CPPIB America, Inc.
Crawford Hoying
Crescent Communities, LLC
Crest Partners
Crestlight Capital
CRG
Crow Holdings Development
CT Realty Investors
CVP Development LLC
Dafen Industrial
Deca Companies
Deep Harbor LP
Deindustrial Inmobiliaria
Dermody Properties
Deugen Development
DH Property Holdings LLC
DHL Real Estate Solutions
DIV Industrial
Door Capital Partners
Douglas Capital Partners
DRA Advisors LLC
DSV
Dublin Building Systems
Eagle Realty Group
Eastdil Secured
Edged Energy
Elberon Development Group
Elite Management Holdings LLC
Enclave
Endurance Real Estate Group
Envision Cold
EQT Real Estate
Equity Resource Investments, LLC
Equus Capital Partners
ETHOS Development, LLC
EV Realty
Excelsior Partners, LLC
EXXCEL Project Management, LLC

Faropoint
Federal Business Centers
Fidelity Investments
First Industrial Realty Trust, Inc.
Food Properties Group
Forsgate Industrial Partners
Forterra
Fortress Investment Group
Foxfield LLC
Fundamental Income
G&S Investors
G.S. Wilcox & Co.
G3 Enterprises
GAIA
Gateway
GC Riverside Real Estate
GCP
GiD Industrial
Globe Corporation
GLP Capital Partners
GO Industrial
Goldman Sachs
Gordon Brothers Group - Real Estate Investment Division
Grandway Group
Greek Real Estate Partners
Green Street Advisors
GreenHawk Corporation, Inc.
Greenlaw Partners LLC
GT Omniport
GTS-3
Hanover Industrial
Hartz Mountain Industries, Inc.
Heitman
Helix Electric
High Street Logistics Properties
Highland Fairview
Highline Real Estate
Hillwood
Hines
Holder Properties
IDI Logistics
IDS Real Estate Group
Immostar
IndiCap, Inc.
INDUS Realty Trust
Industrial Development Advantage
Industrial Outdoor Ventures
Industrial Refrigeration Pros
Innovo Property Group, LLC
InSite Real Estate, L.L.C.
Invesco Real Estate
Investcorp International Realty, Inc.
Investment Management Corporation of Ontario
Iowa Area Development Group
Ironhorn Enterprises
J.G. Petrucci Co., Inc.
J.P. Morgan Asset Management
JCW Development
JLL Capital Markets
Jones Development Co
Justis Development
Karis Cold
Kennedy Wilson - Commercial Investment Group

Kin Properties
 King Energy
 Kittell Development Company
 KMT Partners LLC
 Kraus Development
 Lake Creek Industrial
 Lake Washington Partners
 LaSalle Investment Management
 LBA Logistics
 LDK Ventures
 Lee & Associates
 LeVeck Commercial Construction
 & Development
 Lightstone
 Lincoln Property Company
 Linden Warehouse and
 Distribution Co., Inc.
 Lineage Logistics
 Link Logistics Real Estate
 Locarno Investments
 Logistics Property Company
 Longpoint Realty Partners
 Lovett Industrial
 LXP Industrial Trust
 Macquarie Asset Management
 Real Estate
 Majestic Realty Co.
 Mammoth
 Mapletree
 March Capital Management
 Mark IV Capital
 Mass Equity
 Matan Realty
 MCA Realty, Inc.
 MCB Real Estate LLC
 McCarthy Development
 McCarthy Ranch
 McDonald Property Group
 McWhinney
 MDH Partners, LLC
 Meadowwood Enterprises, LLC
 Mericle Commercial Real Estate
 Services
 Merus
 Miravista Holdings, LLC
 Monarch Capital Partners
 Montrose Properties
 Morgan Stanley
 Mortenson Properties
 Mosaic Development
 Mosaic Development Partners
 LLC
 NDustrial IO
 Net Lease Capital Advisors
 New Albany Company
 Newmark
 Nexamp
 NFI Real Estate
 Nicola Institutional Realty
 Advisors
 NorthPoint Development
 Nuveen
 Oakmont Industrial Group, LLC
 Oakridge Development Company
 Oaktree Capital Management,
 LLC
 O'Donnell
 OnPace Cold

Onward Real Estate
Opus
Outpost
Outtrigger Industrial
Overton Moore Properties
Oxford Properties Group
Pacific American Group
Pacific Life Insurance Company
Panattoni Development Company
Paul Hemmer Company
Roebbing Development
PCCP, LLC
Performance Structural Concrete Solutions
PGIM
Pillari Bros. Construction Corp
PIMCO Prime Real Estate
Pintail Holdings
Platform Ventures
PNK Group
Premier Development Partners
Prevail Consultants
ProFood Solutions
Prologis
Property Reserve
PSP Investments
QuadReal Property Group
Radix Capital
Raven Industrial
Realterm
Realty Income Corporation
Redfearn Capital
Refrigerated Structures of New England
Rexford Industrial
Rising Realty Partners
River Terminal Development Company
RL Cold
Robinson Weeks Partners
Rockefeller Group
Rockwood Capital
Royal Oak Realty Trust
Rushmark Properties
Ryan Companies
Rycon Construction
Sagard Real Estate
San Manuel Band of Mission Indians
Sands Investment Group
Saxum Real Estate
Scannell Properties
SCOA Real Estate Partners
Seagis Property Group
SENTRE
Shea Properties
Silver Creek Development
Silverpeak Real Estate
Sitex Group
Solar Landscape
Southgate Corporation
Specht Development, Inc.
STAG Industrial
STAKKD Companies
Staley Point Capital
Starwood Capital Group
Sterling Organization

Stewart Properties
Stirling Properties
Stockbridge Capital Group
Stream Realty Partners
Summit Real Estate Group
SunCap Property Group
Sweid & Sweid
Syvan Developments Limited
TA Realty
TaurusCRE
Tenby Partners
TGW Logistics
The AM Group
The Boyer Company
The Carlyle Group
The Davis Companies
The Frassetto Companies
The Green Cities Company
The Hanover Company
The Horne Companies
The Kroger Company
The Missner Group
The New Albany Company
The Renatus Group
The Stro Companies
The Wonderful Company
Thor Equities
Thor Urbana
Ti Cold
Tippmann Group
Tishman Speyer
Titan Development LLC
TMG
Tolles Development Company
Torchlight Investors
Tower 3
TPG Real Estate
Trammell Crow Company
Transwestern
Tratt Properties
Trident Ventures
TRIP
TriPost Capital Partners
Two Sigma Real Estate
U.S. Realty Advisors
VanTrust Real Estate
Verogy, LLC
Vertical Cold Storage
Vision Real Estate Partners
VO Development Services
W. P. Carey
Watson Land Company
West Coast Cold Storage
Westlake Realty Group
Westmeath Investments
Westmount Realty Capital
Whitman | Peterson
Woodmont Properties
WPT Capital
Xebec
Yellow Iron Real Estate
Yukon Real Estate Partners
Yusen Logistics

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