



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

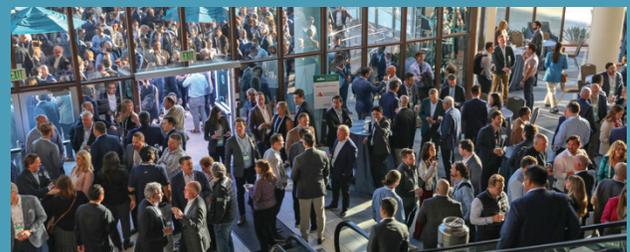
45% Developer, Owner, Investor

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 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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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
 Met-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 | 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 | FOXFIELD 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 | Roebbling 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 | SENTRÉ | 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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