

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 | Kimberly Donohue, donohue@naiop.org, 703-674-1433



I.CON Central 2026 at the Fall Conference

I.CON Central is the largest industrial real estate conference in the Central U.S., attracting a who's who of industrial real estate developers, owners, investors and brokers.

Demographics: 600 attendees

Attendees by Scope of Business

42% Developers, Owners, Investors, Asset Managers
36% Architects, Engineers, Contractors and Related Fields
11% Brokers
9% Attorneys, Accountants, Consultants and Related Fields
3% Technology Companies

Attendees by Title

83% of attendees you meet will be senior management

Attendees by Location

66% from Central U.S.
20% from Eastern U.S.
14% from Western U.S.

Pictures from I.CON Central 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.	\$19,995
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.	\$16,995
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.	\$7,995

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 Hoyer
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
Uprise 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
Crexci
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

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

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