



# 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](http://naiop.org/iconwest26)

## I.CON EAST 2026

May 20-21  
Hyatt Regency Jersey City  
[naiop.org/iconeast26](http://naiop.org/iconeast26)

## I.CON CENTRAL 2026

at the Fall Conference  
October 5-7  
Sheraton Downtown Denver  
[naiop.org/iconcentral26](http://naiop.org/iconcentral26)

## I.CON DATA CENTERS 2026

**NEW!** May 19  
Hyatt Regency Jersey City  
[naiop.org/icondatacenters26](http://naiop.org/icondatacenters26)

## I.CON COLD STORAGE 2026

September 1-2  
Hyatt Regency Dallas  
[naiop.org/coldstorage26](http://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

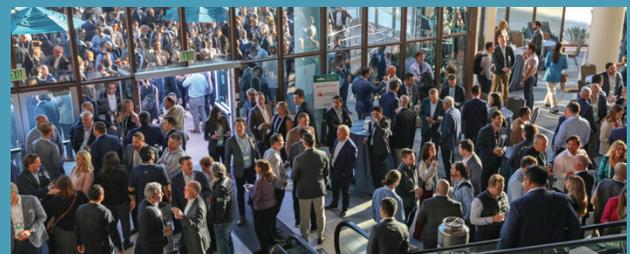
45% Developer, Owner, Investor

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:

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## I.CON West 2026

I.CON West is the largest industrial real estate conference on the West Coast, attracting a who's who of industrial real estate developers, owners, investors and brokers.

**Demographics:** 1,200 attendees

**Nearly half of I.CON West 2025 participants say they did business with other attendees.**

### Attendees by Scope of Business

- 47% Developers, Owners, Investors, Asset Managers
- 29% Architects, Engineers, Contractors and Related Fields
- 12% Brokers
- 5% Attorneys, Accountants, Consultants and Related Fields
- 2% Technology Companies

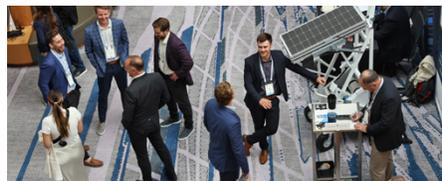
### Attendees by Title

83% of attendees you meet will be senior management

### Attendees by Location

- 69% from CA/NV/AZ tristate region
- 58% from California
- 83% from west of the Mississippi

Pictures from I.CON West 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 <b>CHOOSE ONE:</b> 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 <b>CHOOSE ONE:</b> 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. <b>CHOOSE ONE:</b> two bonus registrations, print or digital advertising space, or tabletop exhibit in a preferred location.	\$9,995
SILVER	TWO	Recognition in conference common areas. <b>CHOOSE ONE:</b> 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 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



<b>WEST</b> March 3-4 Los Angeles	<b>DATA CENTERS</b> May 19 Jersey City	<b>EAST</b> May 20-21 Jersey City	<b>COLD STORAGE</b> Sept. 1-2 Dallas	<b>CENTRAL</b> 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	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	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.	Mesa Development	Scannell Properties	Vertical Cold Storage
Branch Industrial	Eastdil Secured	Invesco Real Estate	Mesa Development Partners LLC	SCOA Real Estate Partners	Vision Real Estate Partners
Brennan Investment Group	Edged Energy	Investcorp International Realty, Inc.	Mesa Development Partners LLC	Seagis Property Group	VO Development Services
Bridge Commercial	Elberon Development Group	Investment Management Corporation of Ontario	Mesa Development Partners LLC	SENTE	W. P. Carey
Bridge Industrial	Elite Management Holdings LLC	Iowa Area Development Group	Mesa Development Partners LLC	Shea Properties	Watson Land Company
Bridge Logistics Properties	Enclave	Ironhorn Enterprises	Mesa Development Partners LLC	Silver Creek Development	West Coast Cold Storage
Brittingham Construction & Development	Endurance Real Estate Group	J.G. Petrucci Co., Inc.	Mesa Development Partners LLC	Silverpeak Real Estate	Westlake Realty Group
Brookfield Logistics	Envision Cold	J.P. Morgan Asset Management	Mesa Development Partners LLC	Sitex Group	Westmeath Investments
Business Property Development	EQT Real Estate	JCW Development	Mesa Development Partners LLC	Solar Landscape	Westmount Realty Capital
Buzz Oates	Equity Resource Investments, LLC	JLL Capital Markets	Mesa Development Partners LLC	Southgate Corporation	Whitman   Peterson
CA Ventures	Equus Capital Partners	Jones Development Co	Mesa Development Partners LLC	Specht Development, Inc.	Woodmont Properties
Cabot Properties	ETHOS Development, LLC	Justis Development	Mesa Development Partners LLC	STAG Industrial	WPT Capital
Canadian National Railway	EV Realty	Karis Cold	Mesa Development Partners LLC	STAKKD Companies	Xebec
CapitaLand Investment	Excelsior Partners, LLC	Kennedy Wilson - Commercial Investment Group	Mesa Development Partners LLC	Staley Point Capital	Yellow Iron Real Estate
CapRock Partners	EXXCEL Project Management, LLC		Mesa Development Partners LLC	Starwood Capital Group	Yukon Real Estate Partners
Capstone Advisors			Mesa Development Partners LLC	Sterling Organization	Yusen Logistics
Cardinal Health Inc.			Mesa Development Partners LLC		

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