



# I.CON

INDUSTRIAL REAL ESTATE | TRENDS AND FORECASTS <sup>SM</sup>

JUNE 8-9, 2017 | The Westin Long Beach | Long Beach, California | [naiop.org](http://naiop.org)

The **premier event** exclusively focused on the **development, management and expansion** of industrial real estate, **I.CON** is the **nation's largest gathering** of industrial real estate professionals.

## OF I.CON'S 600+ ATTENDEES:

**46%** owners/developers/  
investors/asset managers

**28%** brokers

**15%** economic development  
agencies/port authorities/  
accountants/consultants/  
financiers

**11%** architects/engineers/  
contractors/related fields

## I.CON ATTENDEES ARE TOP-LEVEL AND DECISION-MAKERS.

**27%** EXECUTIVE LEVEL:  
president/CEO/partner  
or other C-suite level

**52%** SENIOR LEVEL:  
vice president/director

## TOP COMPANIES ATTEND I.CON:

**>> 18 of the top 20**  
industrial brokerage firms

**>> 9 of the top 10**  
industrial developers

**>> 10 of the top 10**  
industrial owners

Over **90%** of attendees reported that they had made new or strengthened existing relationships at I.CON'16.

**Attendees and sponsors agree – I.CON is worth your time and investment.**

## What attendees say about I.CON:

**“A must-attend conference for the industrial real estate professional, owner or developer.”**

Ralph Heins, president, Primera Companies, Inc.

**“I'm glad I went and I look forward to attending future I.CONs.”**

Lewis Agnew, COO, Chas. Hawkins Co., Inc./CORFAC International

**“This was my third I.CON Conference and the bar has been raised on each that I have attended... a fantastic networking environment.”**

Patrick Feeney, senior vice president, CBRE

**“We ALWAYS find the information presented at I.CON to be valuable. Networking activity was constant.”**

Jeff Allen, president, STI Roof Lifting (Space Technology Inc.)



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LEVEL	# of Registrations Included	Benefits	Tabletop Exhibit	Investment
<b>PREMIER</b>	<b>TEN</b>	All Platinum Level Benefits plus one exclusive sponsorship item	<b>YES</b>	<b>\$16,000</b>
<b>PLATINUM</b>	<b>FOUR</b>	All Gold Level Benefits plus a full-page ad in conference program and reception co-sponsorship	<b>YES</b>	<b>\$13,000</b>
<b>GOLD</b>	<b>THREE</b>	All Silver Level Benefits plus logo recognition in education sessions	<b>YES</b>	<b>\$7,000</b>
<b>SILVER</b>	<b>TWO</b>	Signage throughout conference	<b>YES</b>	<b>\$6,000</b>
<b>SUPPORTING</b>	<b>TWO</b>	Limited logo recognition and shared materials table	<b>NO</b>	<b>\$2,195</b>

## Premier | \$16,000

**Benefits include exclusive sponsorship of one premium item.**

OPTIONS MAY INCLUDE **ONE** OF THE FOLLOWING; CALL FOR CURRENT AVAILABILITY:

- Conference Wi-Fi.
- Charging station.
- Conference app for smartphones.
- Back of badge.
- Project tours.
- Pre-conference attendee email – your ad is only ad on email to all attendees.
- Exclusive web sponsorship – your ad is the only one to appear on conference website.
- Hotel keycard.
- Badge lanyard.
- Conference bag.
- Social media and Market Share blog.
- Conference recordings.

**PLUS**

- Six conference registrations.
- Tabletop exhibit in premium location.
- Co-sponsorship of networking cocktail reception, including special signage with logo recognition.
- Logo and company description in the printed conference agenda.
- Company logo on notepads used at all sessions.
- Top billing on signage throughout conference, including in education sessions.
- Full-page color advertisement in the printed conference agenda with preferred placement.
- Logo and company description on the conference website.
- Opportunity to introduce one session.

## Platinum | \$13,000

- Four conference registrations.
- Co-sponsorship of networking cocktail reception, including special signage with logo recognition.
- Full-page color advertisement in the printed conference agenda.
- Logo recognition on signage throughout conference, including in education sessions.
- Logo and company description in the printed conference agenda.
- Logo and company description on the conference website.
- Company logo on notepads used at all sessions.
- One tabletop exhibit – you may elect to substitute this tabletop exhibit for two additional conference registrations or print advertising in Development magazine.

## Gold | \$7,000

- Three conference registrations.
- Signage throughout conference, including in education sessions.
- Logo and company description in the printed conference agenda.
- Logo and company description on the conference website.
- Company logo on notepads used at all sessions.
- One tabletop exhibit – you may elect to substitute this tabletop exhibit for two additional conference registrations or print advertising in Development magazine.

## Silver | \$6,000

- Two conference registrations.
- Logo recognition on signage in conference common areas.
- Logo in the printed conference agenda.
- Logo and company description on conference website.
- One tabletop exhibit – you may elect to substitute this tabletop exhibit for two additional conference registrations or print advertising in Development magazine.

## Supporting | \$2,195

- Two conference registrations.
- Limited logo recognition on signage and in the printed conference agenda.
- Logo and company description on conference website.
- Opportunity to place a brochure on a shared materials table (one brochure allowed per sponsor).



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## Who Sponsors I.CON?

**Over 70 Companies Sponsored NAIOP's Industrial Conferences in 2016.**

If you aren't on this list, you aren't connecting with industrial real estate.

Advantage Engineers	HFF	Randall-Paulson Architects
Allen Matkins Leck Gamble Mallory & Natsis LLP	Hillwood Investment Properties	Real Estate Development Associates
ARCO Design/Build	Hollister Construction Company	Rexford Industrial
Avison Young	IDI Gazeley Brookfield Logistics Properties	Rooflifters
Becknell Industrial	Jackson County Area Chamber of Commerce	San Joaquin EDC
Bentall Kennedy	JLL	Port of Stockton
Carlisle SynTec	KDC Real Estate Development & Investments	SARES•REGIS
CBRE	Kimley-Horn	Saunders Commercial Seismic Retrofit
CenterPoint Properties	KSS Architects	Shasta EDC
City of Moreno Valley	Liberty Property Trust	Sheppard, Mullin, Richter & Hampton LLP
Clarion Partners	Marcus & Millichap	Space Technology
Colliers International	Marvin F. Poer and Company	SunTrust
Conlan Company	McShane Construction Company	Terra-Petra
Conor Commercial Real Estate	Menard Group USA	The Rockefeller Group
CoStar	Millie & Severson	Town of Apple Valley Economic and Community Development
CT Realty Investors	NAI Global	Trammell Crow Company
Cushman & Wakefield	Newmark Grubb Knight Frank	USAA Real Estate Company
DCT Industrial Trust	Oltmans Construction Co.	Virginia Port Authority
Ductilcrete Slab Systems	Orchard Partners, LLC	Voit Real Estate Services
Duke Realty	Panattoni Development	Ware Malcomb
Estdil Secured	Port of Houston Authority	Watson Land Company
First Industrial Realty Trust	Port of Long Beach	Wilson, Hull & Neal Real Estate
Fullmer Construction	Powers Brown	
Gannett Fleming, Inc.	Prologis	
Georgia Department of Economic Development		

**NAIOP sponsorship plans provide you with a unique opportunity to build your brand and influence key power players in commercial real estate.**

**NAIOP**  
COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

**READY TO SECURE YOUR SPONSORSHIP? Contact:**

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