



THE INDUSTRIAL CONFERENCE

The I.CON conferences are the largest gatherings of industrial real estate developers, owners, investors and brokers in North America.

I.CON West and I.CON East each delivered approximately 1,200 attendees and a 87% unique audience. I.CON Central is projected to draw 500+ attendees for its inaugural conference.

I.CON WEST 2025

March 26-27
InterContinental Los Angeles Downtown
naiop.org/iconwest25

NEW LOCATION!

I.CON West Attendees by Location

80% of attendees are from west of the Mississippi

64% of attendees from California/ Nevada/Arizona tristate region



I.CON EAST 2025

June 4-5
Hyatt Regency Jersey City
naiop.org/iconeast25

I.CON East Attendees by Location

84% of attendees are from east of the Mississippi

56% of attendees from New Jersey/ New York/Pennsylvania tristate region



I.CON CENTRAL 2025

November 3-4
Hyatt Regency Columbus, Ohio
naiop.org/iconcentral25

NEW EVENT!

Attendees by Scope of Business

48% Developers, Owners, Investors, Asset Mangers

27% Architects, Engineers, Contractors and related

14% Brokers

7% Attorneys, Accountants, Consultants and related

4% Other

Attendees by Title

83% of attendees are in senior management



MAXIMIZE YOUR IMPACT!

Sponsor any two I.CONs and take 10% off.

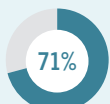
Sponsor three I.CONs and take 15% off.



Both I.CONs **sold out** of registrations and sponsorships in 2024.



97% of attendees met new business contacts or strengthened existing relationships while at I.CON.



71% of attendees say that networking is the most important aspect of I.CON for them.



Over half of attendees registered because a colleague recommended I.CON to them.



Don't take our word for it. Here's what I.CON attendees are saying:

"I.CON was a hit, bringing together the best in industrial CRE with a big turnout this year. Networking was the highlight for me, sparking great conversations, many of which were inspired by the insightful sessions.

Avison Young Industrial can't wait for the next I.CON!"

Paty Perman, Principal, Director of Client Operations - Avison Young

"This is the premier industrial conference in the nation. If you are in the industrial sector or looking to be, you need to attend this conference. The content is current and relevant, and the attendees are top executives."

Cameron Trefry, Regional Vice President, Ware Malcomb

"Regardless of whether you are an owner, developer, broker, construction services supplier, or source of development capital, I.CON offered the opportunity to make deals, make new friends, and catch up-to-the-minute market intelligence and trends."

Jeff Stauffer, Portfolio Manager - Real Estate, State Board of Administration of Florida

"I.CON rejuvenated developer optimism amidst challenging corrections in the economy. Pathways to profit and growth are always available, and the tone of the participants was decidedly optimistic."

Kim Snyder, Executive Director, Prologis

"I.CON was a very informative and inclusive event that I believe may catapult my industrial career for years to come through intrastate relationships. I plan on attending this event and others for as long as I can to ensure that I stay up to date with market trends, activity and developments as well as economic outlooks."

Christian Stolo, Industrial Associate, Street Commercial Real Estate

"As a returning sponsor and attendee at I.CON, we are consistently impressed with the quality of the event programming, diversity and profile of attendees, the enthusiasm this conference builds for the industry, and expanded connections for the valued members of our organization."

Sean Beuche, Vice President | Regional Manager, Marcus & Millichap

"I.CON continues to be the premier association event for me when it comes to learning as much as possible about the industry as a whole, networking with existing contacts while meeting so many new ones, and getting to have substantial access to new project opportunities."

Mark Fletcher, Vice President, Sales & Development, Cuhaci Peterson

Who will you meet at I.CON?

I.CON is the only conference series that delivers all of these leading industrial real estate companies.

36th Street Partners
Active Acquisitions
Adler Industrial
AEW Capital Management
Affinius Capital
AIC Industrial
AIG
Al. Neyer, LLC
Alere Property Group
AlphaX RE Capital
Amazon
Ambridge
Ambrose Property Group
American Realty Advisors
Amstar Group
Apollo Global
ARCTRUST Industrial
Arden Logistics Parks
Ares Management LLC
Art Weiss Industrial
Artori Group
Aspen Capital Partners Atrium Capital Group
AXA
B&D Holdings
Badiee Development Inc.
Bain Capital Real Estate
Bamboo Equity Partners
Bay Street Capital
BBX Logistics Properties
Becknell Industrial
Bellwether Asset Management
BentallGreenOak
Berkeley Partners
Birtcher Development
Bixby Land Company
Blackstone
Blacktop Industrial Trust
BLT Enterprises
Blue Vista Capital
Bluewater Property Group
BMA Capital Corp.
Bosa Properties, Inc.
Brennan Investment Grp.
Bridge Industrial
Bridge Logistics
Broadstone Real Estate
Brookfield Logistics
Buie Stoddard Group
Burns & Scalo
Buzz Oates
Cabot Properties
Cadillac Fairview
Calgary Airport Authority
Capital Insight Holdings

CapRock Partners
Capstone Advisors
Carson Companies
CBRE Global Investors
CenterPoint Properties
CenterSquare Investment
Centris Industrial
Charles Hawkins Co.
Chenco International
Church Pension Fund
CIL
CIRE Equity
Claremont Development
Clarion Partners
Clarius Partners
Concert Properties, Ltd.
Conor Commercial
Conquer
Constellation Real Estate
CORE5 Industrial
Corebridge Real Estate
Covington Development
Crawford Hoying
Creation Equity
CREDE
Crest Partners
CRG
Criterion Group
Crosland Barnes Group
Crow Holdings
CT Realty Investors
CV Properties/Accordia
Daiwa House Texas
Dakota Pacific
Dalfen Industrial
Deacon Construction
Dedeaux Properties
Delta Equity Mgmt.
Denholtz Properties
Depietri Group
Dermody Properties
DH Property Holdings
DIV Industrial
Diversified Properties
Dogwood Industrial
DSV
DWS
Eagle Realty Group
Elberon Development
Elmhurst Group
ElmTree Funds
Elrod Real Estate
Endurance Real Estate
EQT Exeter
EREA

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TO SECURE YOUR SPONSORSHIP, CONTACT:

Christopher Ware, ware@naiop.org, 703-674-1419 | Joel Stecura, stecura@naiop.org, 703-674-1409



I.CON
INDUSTRIAL REAL ESTATE

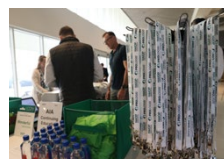
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- ETHOS Development
- Evergreen Investment
- Excelsior Partners
- Faropoint
- Fasken Ltd.
- FCP
- Federal Business Centers
- Fengate Asset Mgmt.
- First Industrial Realty
- Forsgate Industrial
- Fortress Investment
- Foxfield LLC
- Freccia Rossa Advisors
- G.S. Wilcox & Co.
- G3 Enterprises
- GAIA
- Gates Realty Corporation
- Gateway
- Gerber Ventures
- GID Industrial
- GLP
- GO Industrial
- Goodman North America
- Gordon Brothers
- Greek Real Estate
- Greystar Real Estate
- Gridwealth
- Hanover Company
- Hardy World
- Hartz Mountain
- Heitman
- Heller Companies
- High Street Logistics
- Hillwood
- Hines
- Hoop Real Property
- IDI Logistics
- IndiCap Inc
- INDUS Realty Trust
- Industrial Development Advantage
- InnovaPark, Logistics & Free Zone
- InSite Real Estate
- Insol
- Institutional Property Advisors
- Invesco Real Estate
- J.G. Petrucci Co., Inc.
- J.P. Morgan Asset Mgmt.
- Jadian Capital
- JCW Development
- Jevin Investments
- JVI LLC
- Kennedy Wilson
- Ketner
- Kin Properties
- Kitchell Development
- KMT Partners
- Kraus Development
- Lake Creek Industrial
- Landmark Partners
- LaSalle Investment
- LBA
- Lift Partners
- Link Logistics
- Logistics Property Co.
- Logistics Real Estate and Development
- Logistix Property Group
- Longpoint Realty
- Lorval Developments Ltd.
- Lovett Industrial
- Mack Real Estate Group
- Macquarie Asset Mgmt.
- Majestic Realty Co.
- Mapletree
- March Capital Mgmt.
- Mark IV Capital
- Matan Realty
- Matthews Real Estate
- MCA Realty Inc.
- McDonald Property Group
- MDH Partners
- Mericle Commercial
- Meritex Columbus
- Merritt Properties
- Metrix Real Estate
- Mitre Peak Company
- Mitsui Fudosan America
- MRP Industrial
- Net Lease Capital Advisors
- New Mountain Capital
- Newland Capital Group
- Nexamp
- NFI Real Estate
- Nicola Blackwood Realty
- NLA Capital Partners
- North Palisade Partners
- NorthBridge Partners
- NorthPoint Development
- Northwestern Mutual
- Northwood Investors
- Oakmont Industrial
- Oaktree Capital Mgmt.
- O'Donnell
- Oliver Street Capital
- Omega Industrial Realty
- OnPace Cold
- Op2mize
- Outrigger Industrial
- Overton Moore Properties
- Oxford Properties Group
- Pacific American Group
- Pacific Life Insurance
- PacTrust
- Panattoni Development
- Patrinely Group
- PCCP
- Peakstone Realty Trust
- Penwood Real Estate Investment Management
- PNK Group
- Portman
- Price Real Estate
- Proficiency Capital
- Prologis
- Property Reserve Inc.
- QuadReal Property Group
- Ray Fogg Corporate Properties
- Realterm
- Rexford Industrial Realty
- River Terminal Development Company
- Rockefeller Group
- Rockwood Capital
- Roher Commercial
- Ryan Companies
- Sagard Real Estate
- Salt Lake City Global Logistics Center
- Sands Investment Group
- Saxum Real Estate
- Scannell Properties
- Schnitzer Properties
- Seagis Property Group
- Sealy & Company
- SENTRE
- Seventh Street Development
- Shea Properties
- Shopoff Realty Investments
- Silverpeak Real Estate
- Sitex Group
- SJP Properties
- Solar Landscape
- STAG Industrial
- Staley Point Capital
- Standard Real Estate Investments
- Starwood Capital Group
- Sterling Organization
- Stewart Properties
- Stockbridge Capital
- Stream Realty Partners
- Summit Real Estate
- Sun Industrial Partners
- SunCap Property Group
- SVN Commercial
- T&G
- TA Realty
- TaurusCRE
- Teacher Retirement System of Texas (TRS)
- Terreno Realty
- The Bendetti Company
- The Carlyle Group
- The Davis Companies
- The Flynn Company
- The Hampshire Cos.
- The Hanover Company
- The Horne Companies
- The Opus Group
- The RMR Group
- The Sterling Organization
- Thor Equities
- Thor Urbana
- Tishman Speyer
- Titan Development
- Tolles Development
- TPG Real Estate
- Trammell Crow Company
- Transwestern
- Tratt Properties
- Tres III
- TriPost Capital Partners
- Tristar Properties
- Triten Real Estate
- Two Sigma Real Estate
- U.S. Realty Advisors
- Ullico
- VanTrust Real Estate
- Verogy, LLC
- Vision Real Estate Partners
- W. P. Carey Inc.
- Walker Consultants
- Watson Land Company
- Westmount Realty Capital
- Wharton Equity Partners
- Whitman | Peterson
- Wonderful Real Estate
- Woodmont Properties
- WPT Industrial REIT
- Xebec Realty
- Yellow Iron Real Estate



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Who Sponsors I.CON?

140 companies sponsored I.CON in 2024. Top sponsors have supported NAIOP for over 16 years on average, and several have partnered with the association for nearly 25 years. They know that NAIOP provides unparalleled access to their target audience of industry power players.

Developers/Owners/Investors

Affinius Capital
 Ambrose Property Group
 ARCTRUST
 Ares Management, LLC
 BBX Industrial
 Bridge Industrial
 Bridge Logistics Properties
 Brookfield Properties
 Caprock Partners
 CenterPoint Properties
 Clarion Partners
 CRG
 Crow Holdings Development
 CT Realty Investors
 Dalfen Industrial
 Eastdil Secured
 Excelsior Partners LLC
 First Industrial Realty Trust
 Forsgate Industrial Partners
 GID Industrial
 GLP
 Greek Real Estate Partners
 Hartz Mountain Industries
 Hillwood
 IDI Logistics
 LBA Logistics
 Link Logistics Real Estate
 Logistics Property Company, LLC
 Majestic Realty
 Matan Companies
 NFI Industries
 Panattoni Development Company
 Prologis
 RealTerm
 Rockefeller Group
 Sands Investment Group
 Shea Properties
 Sitex Group

STAG Industrial
 The Stewart Companies
 Trammell Crow Company
 Transwestern
 Tratt Properties
 VanTrust Real Estate
 Watson Land Company
 Wonderful Real Estate

Brokers

Avison Young
 CBRE
 Colliers
 Cushman & Wakefield
 JLL
 Lee & Associates
 Marcus & Millichap
 NAI Global
 Newmark
 KSR
 Matthews Real Estate Investment Services

Architects/Engineers/Contractors/ Related Fields

2-D As-Built Floor Plans
 A&E Construction
 Advanced Construction Technologies / GeoKinetics
 All Weather Insulated Panels
 Alston Construction
 ARCO Design Build
 Big-D Construction
 Bohler
 Boudreau Pipeline
 Building Engines
 Catamount Constructors
 Concrete Fiber Solutions
 Deacon Construction
 Empire Technologies

EPD Solutions, Inc.
 Epstein
 FCL Builders
 Fenagh Engineering & Testing
 Graycor Construction Company
 GZA GeoEnvironmental, Inc.
 Industrial Caulk and Seal
 Kimley-Horn Associates
 KSS Architects
 Martin-Harris Construction
 Northeast Precast
 Partner Engineering & Science
 Premier Design + Build Group
 Raise the Roof Logistics
 Saunders Commercial Seismic Retrofit
 TeamCalifornia
 Upright Construction
 Walker Consultants
 Ware Malcomb
 Atwell
 BL Companies
 Conewago Enterprises
 Control Point Associates
 Global Roofing Group
 Johns Manville
 Kleinfelder
 March Associates
 Menard USA
 Metromont
 MG2
 National Ready Mixed Concrete Association
 Powers Brown Architecture
 Sanborn I Head & Associates
 T&M Associates
 CentiMark Corporation
 Haines Gipson & Associates
 Howes & Company
 Nucor Buildings Group

PrimX Industries
 Tensar International Corporation
 The Conlan Company
 The Korte Company
 Veterans Singleply, LLC

Economic Development/ Port Authorities

Lehigh Valley EDC
 New York City Economic Development Corporation
 Port of Houston
 Town of Apple Valley

Solar and Sustainability

California Energy Design Assistance Program
 Dynamic Energy Solutions, LLC
 Green Building Initiative
 Gridwealth
 Pivot Energy
 Solar Landscape
 SolarTech
 Verogy

CRE Tech

ABCO Systems
 Banner Technologies
 Compstak
 CoStar Group
 Enertiv
 LightBox
 Northspyre
 Placer.ai

Other

Alveole
 CCIM Institute
 Chase
 LiUNA

LEVEL	REGISTRATIONS	SPONSORSHIP BENEFITS	INVESTMENT
PREMIER	TEN	Co-sponsorship of opening keynote sessions and welcome reception, premium pre-conference promotional package, premium exhibit location plus one exclusive sponsor item. CHOOSE ONE: two bonus registrations, print or digital advertising space, or tabletop exhibit in premium location.	West/East: \$19,995 Central: \$15,995
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.	West/East: \$16,995 Central: \$13,995
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.	West/East: \$9,995 Central: \$6,995
SILVER	TWO	Recognition in conference common areas. CHOOSE ONE: two bonus registrations, print or digital advertising space, or tabletop exhibit.	West/East: \$7,995 Central: \$5,995

All sponsorships include: recognition on the conference website and in the conference app, and an option to purchase additional registrations at a discounted rate.

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