



Looking for **industrial real estate's biggest players**? You'll find 700+ at **I.CON**, the industrial real estate conference.

WHO YOU WILL MEET:

47% owners/developers/
investors/asset managers

30% brokers

12% architects/engineers/
contractors/related fields

6% economic development
agencies/port authorities/
accountants/consultants/
financiers

**CONNECT WITH CRE
DECISION-MAKERS:**

60% **SENIOR LEVEL:**
vice president/director

25% **EXECUTIVE LEVEL:**
president/CEO/partner
or other C-suite level

20 of the top 30

industrial real estate owners
attended NAIOP industrial
conferences in 2017.

These 20 companies
represent 2.06 billion sq. ft.
of industrial real estate.

Over **98%** of attendees reported that they had made new or strengthened existing relationships at **I.CON'17**. Forty percent made or started a deal. Attendees and sponsors agree — **I.CON is worth your time and investment.**

What attendees say about I.CON



“ We met a lot of amazing people at the I.CON conference from all across the country. **NAIOP conferences are great places to engage with a broad swath of the industry in a meaningful way.**”

BOB JACKSON, Executive Vice President (retired), The Rockefeller Group



“ **The I.CON conference attracted many big names in the industry.** We were able to connect with many clients in a short time.”

CHRISTINA BUHL, Industrial Equity Sales, Eastdil Secured



“ The best thing about this year's I.CON event was the exceptional gathering of industry leaders. It was **very well-attended and provided us with terrific opportunities to meet with industrial decision-makers** in a personal setting.”

JOHN GROSSMAN, Senior Vice President, Millie & Severson, Inc.



“ I feel that [the time] invested in I.CON is a worthwhile investment for an industrial broker. The information is always high-level and current and the networking is very valuable as well. **The bottom line is that you are away from your market for only 48 hours and the effort, money invested and time spent is well worth the investment.**”

PATRICK FEENEY, SIOR, Senior Vice President, CBRE



Sponsorship Level	Registrations	Benefits	Investment
TOP LEVEL			
PREMIER	TEN	Top recognition at most events and exclusive sponsorship item; CHOOSE ONE: two bonus registrations, print or digital advertising space, or tabletop exhibit.	\$18,000
PLATINUM	FOUR	Premium recognition at most events and reception; CHOOSE ONE: two bonus registrations, print or digital advertising space, or tabletop exhibit.	\$14,000
STANDARD LEVEL			
GOLD	THREE	Recognition at non-keynote education sessions; CHOOSE ONE: two bonus registrations, print or digital advertising space, or tabletop exhibit.	\$7,000
SILVER	TWO	Recognition in conference common areas; CHOOSE ONE: two bonus registrations, print or digital advertising space, or tabletop exhibit.	\$6,000
VALUE LEVEL			
SUPPORTING	TWO	Limited logo recognition and shared materials table.	\$2,395

All sponsorships levels include: Recognition on conference website and in conference app; access to conference attendee lists; and option to purchase additional registrations at a discounted rate.

Who Sponsors I.CON?

**Leading developers, brokers and service providers sponsor NAIOP industrial conferences.
If you aren't on this list, you might be missing your next deal!**

Advantage Engineers
Alston Construction Company
Avison Young
Bentall Kennedy
CBRE
CenterPoint Properties
City of Moreno Valley
City of Ontario EDA
Clarion Partners
Colliers International
Conor Commercial Real Estate
CoStar Group
Cushman & Wakefield
Dalfen America Corp.
Ductilcrete Technologies
Duke Realty Corporation
Eastdil Secured
Elberon Development Group
First Industrial Realty Trust
Forsgate Industrial Partners
Global Logistics Properties
Gramercy Property Trust
Hartz Mountain Industries

HFF
IDI Gazeley Brookfield Logistics Properties
JLL
Kidder Mathews
Kimley-Horn
KSS Architects
Lee & Associates
Lehigh Valley Economic Development
Liberty Property Trust
Majestic Realty Company
Marcus & Millichap
Menard USA
Millie & Severson, Inc.
Miner Facility Services
NAI Global
N.J. Economic Development Authority
Newmark Grubb Knight Frank
NFI Industries
NOSSAMAN LLP
Panattoni Development
PGIM Real Estate
Port of Long Beach
Powers Brown

Prologis
Prudential Real Estate Investors
RC Andersen LLC
Real Estate Development Associates (REDA)
Rooflifters
Roux Associates, Inc.
Saunders Construction, Inc.
Shea Properties
Sitex Group LLC
Space Technology Inc.
Stewart Companies
Ten-X, LLC
The Rockefeller Group
Trammell Crow Company
Transwestern
Tratt Properties
USAA Real Estate Company
Virginia Port Authority
Walker & Dunlop
Ware Malcomb
Watson Land Company
Wonderful Real Estate Development Inc.
Xceligent

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