

# **NADO & DDAA**

**Policy Conference      Annual Conference**

# **Washington Conference**

**March 12-15, 2023 | Arlington, VA**

## **SPONSORSHIP OPPORTUNITIES**

During the NADO & DDAA Washington Conference, take advantage of the opportunity to get your company's name and message in front of hundreds of members of the National Association of Development Organizations (NADO) and the Development District Association of Appalachia (DDAA). Conference sessions will be held in the Crystal Gateway Marriott in Arlington, VA. Conference sponsors can receive special room rates at the Marriott.

Conference attendees include councils of governments, economic development districts, economic development councils, regional planning commission executive directors and staff, and numerous local policy officials who serve on their boards. These decision makers are the perfect audience to provide information to about your company's products and services. Conference sponsors will be recognized on all conference marketing materials, including our respective websites ([www.nado.org](http://www.nado.org) and [www.appalachiandevelopment.org](http://www.appalachiandevelopment.org)).

As a sponsor, you will also get a cost-effective opportunity to market products and services to a diverse network of local elected officials, city managers, regional council staff, and development professionals in our conference exhibit area. Your sponsorship will allow you to attend conference meals and events, providing you with maximum opportunities to meet face-to-face with potential clients.

## IN RETURN FOR YOUR SPONSORSHIP AT ANY LEVEL, YOU WILL RECEIVE:

- Recognition and logo on conference webpage (including hyperlinks to your home page), in conference marketing materials, and the conference program
- Special sponsor name badge to help make connections throughout the event
- Special mention during the conference

**And, based on your sponsorship level, your investment will have greater returns:**

### Platinum Conference Sponsor: \$17,500

*Brand your organization by sponsoring all meals and breaks throughout the conference*

- Recognition as a Platinum sponsor (dedicated special foam core signage)
- Six complimentary conference registrations
- Space for marketing material in the conference packet
- Access to conference attendee list
- Includes 10 drink tickets for Monday evening reception
- Complimentary exhibit space

### Mealtime Sponsor: \$12,500

*Brand your organization by sponsoring either the DDAA dinner banquet or the NADO/DDAA joint lunch*

- Recognition as a sponsor of one of the conference meal functions (dedicated standalone signage)
- Five complimentary conference registrations
- Space for marketing material in the conference packet
- Access to conference attendee list
- Includes 10 drink tickets for Monday evening reception
- Complimentary exhibit space

### Keeping us Connected Sponsor: \$7,500

- Recognition as a sponsor of complimentary Wi-fi throughout the conference (meeting rooms and exhibit/registration areas only)
- Four complimentary conference registrations
- Space for marketing material in the conference packet
- Access to conference attendee list
- Includes 5 drink tickets for Monday evening reception
- Complimentary exhibit space

### Thought-Provoking Plenary Sponsor: \$5,001 - \$7,000

- Recognition as a sponsor of a conference plenary session of your choice
- Three complimentary conference registrations
- Space for marketing material in the conference packet
- Access to conference attendee list
- Includes 5 drink tickets for Monday evening reception
- Complimentary exhibit space

#### Keeping us Caffeinated Sponsor: \$2,501 - \$5,000

- Recognition as a sponsor of a networking refreshment break in the exhibit area, one of WashCon's hallmark peer-to-peer information exchange events
- Two complimentary conference registrations
- Access to conference attendee list
- Complimentary exhibit space

#### Collaborative Learning Sponsor: \$1,501 - \$2,500

- Recognition as a general sponsor or of a conference session of your choice
- One complimentary conference registration
- Access to conference attendee list
- Complimentary exhibit space

#### Washington Conference Cheerleader Sponsor: \$500 - \$1,500

- Opportunity to have your marketing brochure/material made available at a general resource table throughout the conference
- Access to conference attendee list

# NADO & DDAA Washington Conference Sponsor Sign-up Form

To register as a sponsor, complete and submit this form **by February 24, 2023**.

Organization Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

On-site Contact (if different from above): \_\_\_\_\_

Address:

\_\_\_\_\_ City/

State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Desired sponsorship level (**select one**):  Cheerleader  Learning Sponsor  Break Sponsor

Plenary Sponsor  Wi-Fi Sponsor  Mealtime Sponsor  Platinum Sponsor

Payment options:

Payment of \$ \_\_\_\_\_ enclosed (please make checks out to NADO, or pay by credit card on the phone)

Please send an invoice for \$ \_\_\_\_\_ to the address above

Will need access to electrical outlet for exhibit display

*Note: Individuals designated as on-site contacts do not need to fill out a separate conference registration form. However, if additional people from your company are planning to attend the conference, please use the online attendee registration form at [www.NADO.org](http://www.NADO.org) for those individuals. This will ensure that all representatives from your company will have sponsor name badges and be included in the attendee list distributed on-site.*

**Cancellations must be received in writing by March 5. After March 5, refunds will not be processed.**

For more information, contact:

Brittany Salazar  
National Association of Development Organizations  
122 C Street NW, Suite 830  
Washington, DC 20001  
[bsalazar@nado.org](mailto:bsalazar@nado.org)  
<https://www.nado.org/2023-washington-policy-conference/>

## Exhibit Logistics

Table in exhibit area provided, with tablecloth and skirt

Exhibit area is near registration and session rooms

Do not send large booths