



CLEVELAND, OH



EXHIBITOR INFORMATION



CLEVELAND, OH

NOVEMBER
7 - 10, 2023Hilton Cleveland
Downtown**PROMOTE YOUR PRODUCTS
AND SERVICES TO OVER****550****COMMUNITY AND ECONOMIC
DEVELOPMENT POLICYMAKERS
AND PRACTITIONERS!****COME TO NADO'S 2023
ANNUAL TRAINING CONFERENCE
IN CLEVELAND, OH, NOVEMBER 7-10.**

Take advantage of this chance to get your company's name and message in front of more than 550 regional development policymakers and practitioners from almost 200 organizations from around the nation as an exhibitor at NADO's 2023 Annual Training Conference. Conference sessions will be held in the Hilton Cleveland Downtown. Conference exhibitors can receive special room rates at the Hilton.

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 for you to inform about your company's products and services.

Conference exhibitors 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. Your exhibit fee will allow you to attend conference meals and events, providing you with maximum opportunities to meet face-to-face with potential clients.



EXHIBITOR APPLICATION & INSTRUCTIONS

Exhibit Fees

- \$900 for a representative of your company to attend the conference with access to all conference functions.
- \$400 for you to send materials only; materials will be offered to all conference attendees. *You must send prepaid UPS, Federal Express or similar labels, so we can return any unused materials to you.*

Exhibit Logistics

You will be provided a 6-foot table with tablecloth and table skirt and two chairs; a power strip can be provided upon request. Exhibitors will be able to access wireless internet. If a hard-wired internet connection is required, we recommend contacting the hotel directly to make that arrangement; any additional cost would be paid by your company to the hotel.

Exhibit Set-up and Breakdown

Plan to set up your exhibit any time after 12:00 p.m. on Tuesday, November 7 and to break down your exhibit by 12:00 p.m. on Friday, November 10. You must have your display items and materials packed for shipping with an appropriate shipping label attached by 12:00 p.m. on Friday, November 10. You must make arrangements with your shipping company to pick up the items at the Hilton. If you send materials only, you must supply return shipping labels.

Shipping Information

You may send your exhibit materials directly to the Hilton Cleveland Downtown. Due to limited storage, materials can be accepted no earlier than Friday, November 3 by the hotel. Please ensure that the following information is written on your shipment:

NADO 2023 ATC

Hilton Cleveland Downtown
Hold for (Guest Name and Arrival Date)
100 Lakeside Avenue East
Cleveland, OH 44114
(Recipient Mobile Phone #)

For more information,
contact Brittany Salazar,
Meetings and
Membership Manager,
at bsalazar@nado.org.

HERE ARE JUST SOME OF THE COMPANIES THAT HAVE EXHIBITED AT PAST NADO CONFERENCES:

America's Byways Resource Center
Amerinational Community Services, Inc.
Appalachian Regional Commission
Ashwood Computers
Broadband USA
Bureau of Economic Analysis
Business USA
Capitol Venture
Civic Sphere
Community Reinvestment Fund
Community Roots, LLC.
Council for Adult and Experimental Learning Denali Commission
Down Home Solutions
ESRI
Federal Communications Commission
Future iQ
GMS
Grant Thornton
Greyhound Lines, Inc.
GTE
ICMA
Magellan Advisors, LLC
Mortimer and Mimi Levitt Foundation
Orton Family Foundation
Paladin
Pennsylvania Local Development Districts
PIDC/Portfol
REV Charger System
Rural Assistance Center
Rural Policy Research Institute, Inc. (RUPRI)
Select USA
Smart Growth Network
Sorian, LLC
Southeastern Institute of Research
Technical Assistance for Brownfields Partners
U.S. Census Bureau
U.S. Department of Defense
U.S. DOT, Build America Bureau
U.S. Economic Development Administration
US Source Link
VC3
Village Software
Verizon
Where Expectations Meet Reality

EXHIBITOR REGISTRATION FORM

Organization Name: _____

Contact Name/Title: _____

On-site Contact (if different from above): _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

Email: _____ Web: _____

Check: ☐ Will be on-site ☐ Will not be on-site Check: ☐ Will need a power strip ☐ Will not need a power strip

Mail this form with your check or money order to: NADO, 122 C Street, NW, Suite 830, Washington, DC 20001
or contact Operations Manager Krystal De Leon at kdeleon@nado.org to arrange a credit card payment.

EXHIBITOR HELPFUL HINTS

- NADO's conference does not include a formal exhibit hall; we have found more effective and increased interaction between exhibitors and attendees by setting up an exhibitor area adjacent to the coffee break and registration area. You will get much more traffic and visibility here!
- We offer each exhibitor a 6-foot table with tablecloth and table skirt, as well as two chairs. If you need additional space or chairs, please let us know, and we will do our best to accommodate you. Do not send crates of chairs or tables for your exhibit area. The hotel does not accept crates.
- We also offer you a power cord and access to an electrical outlet. Please let us know on the form if this is needed.
- Wireless internet will be available to exhibitors in the exhibit area. If you need a hard-wired internet connection, we recommend contacting the hotel directly to make that arrangement; any additional cost would be paid by your company to the hotel.
- Some exhibitors prefer to send their stand-alone floor displays; that is generally acceptable but you must notify Brittany Salazar in advance so we can determine size and space requirements. Please note: There will be additional charges based on the receiving and handling/movement of items by hotel staff.
- When you ship your materials, please address the box to the person from your organization who will be on-site. The number of boxes sent, when you plan to arrive and when you expect to set up your display should be written on the label(s). In order to ensure your items are delivered correctly, exhibitors must be present to acknowledge and then sign for receipt of their items.
- We suggest you track your packages once you send them.
- Be sure to purchase insurance for your materials and equipment, as neither NADO nor the hotel will assume liability. Equipment should not be stored in the exhibit area over night.
- Shipping unused materials, display items, equipment, etc. after the conference ends is the responsibility of the exhibitor. Please plan accordingly.
- Your \$900 exhibit fee covers one individual into all conference functions. If additional representatives will be attending, please contact Brittany Salazar for additional rate information.
- Cancellation Policy: An exhibitor may cancel at any time without cause so long as a formal request is submitted to Brittany Salazar via email (bsalazar@nado.org) before November 1, 2023.

If you have any questions, please contact Brittany Salazar, NADO Meetings & Membership Manager, at bsalazar@nado.org or call 202.921.4451.



CLEVELAND, OH



N A D O . O R G

The National Association of Development Organizations (NADO) works to strengthen America's local governments, communities and economies through the regional strategies, partnerships and solutions of the nation's network of 520 regional development organizations.



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