

NATIONAL ASSOCIATION OF DEVELOPMENT ORGANIZATIONS

Sponsor & Exhibitor Opportunities





About

The National Association of Development Organizations (NADO) is a 501(c)(4) membership association that advocates for federal policies and programs supporting equitable community development, economic competitiveness, rural advancement, and quality of place. Founded in 1967, NADO represents a national network of over 500 Regional Development Organizations (RDOs), which provide essential planning and development services to thousands of cities and counties. These services vary from RDO to RDO, and can include workforce training, transportation planning, public infrastructure, affordable housing, disaster prevention, and more. Through our work, NADO strengthens regional collaboration and promotes sustainable economic mobility across the United States.

The NADO Research Foundation (NADO RF) is a 501(c)(3) nonprofit organization dedicated to supporting and strengthening the national network of RDOs. Founded in 1988, NADO RF provides technical assistance, education, research, and training to promote innovative and effective approaches to regional community development. Through thought leadership and the production of practical resources, NADO RF helps RDOs enhance their capacity in areas such as transportation, infrastructure, organizational development, economic resilience, and more.

NADO and the NADO RF invites your organization to explore our Sponsor and Exhibitor Guide to learn more about how you can connect with RDO leaders, practitioners, and decision-makers from across the country. This guide provides comprehensive information on how your organization can engage with attendees at national conferences and events hosted by NADO. Whether your organization is looking to showcase innovative solutions, build strategic partnerships, or expand your reach in the regional development space, our events offer a dynamic platform to elevate your brand and make meaningful connections.



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202.921.4440



INFO@NADO.ORG

NADO & DDAA Washington Conference

Arlington, VA

The NADO & DDAA Washington Conference offers a premier opportunity for sponsors and exhibitors to engage directly with leaders in regional planning, economic development, and public policy. Held in Arlington, Virginia, this high-impact event attracts hundreds of professionals from across the country who are shaping the future of rural and regional communities. Sponsors and exhibitors gain valuable exposure through dedicated networking events, branded visibility in conference materials, and direct access to decision-makers from Regional Development Organizations (RDOs), federal agencies, and local governments. Whether showcasing innovative solutions or building strategic partnerships, your presence at this conference positions your organization at the forefront of regional development conversations.

Co-hosted by NADO and the Development District Association of Appalachia (DDAA), the event features a robust agenda of plenary sessions, breakout discussions, networking receptions, and Capitol Hill visits. Attendees explore federal policies, regional development strategies, and collaborative solutions that impact local communities. The conference kicks off with meetings for board and advisory committee members, followed by an opening reception and dinner, and continues with content-rich programming designed to foster learning, advocacy, and peer exchange among development practitioners.




400+
AVERAGE ANNUAL
NUMBER OF CONFERENCE
ATTENDEES


4
DAYS OF IN-PERSON
EXPOSURE TO ATTENDEES


PRE-CONFERENCE
COMMUNICATIONS WITH
ATTENDEES VIA EMAIL AND
EVENT APP

NADO National Regional Transportation Conference

Location Varies Annually

NADO's National Regional Transportation Conference presents a unique opportunity for sponsors and exhibitors to connect with transportation planners, regional development professionals, and public sector leaders from across the country. Hosted in a different city each year, this event offers high visibility through interactive sessions, mobile tours, and networking events that foster meaningful engagement. Sponsors and exhibitors benefit from direct access to decision-makers involved in rural and regional transportation initiatives, as well as prominent brand exposure in conference materials and programming. Whether you're showcasing innovative mobility solutions, data tools, infrastructure services, or other products and services, your presence at this conference positions your organization in front of key regional transportation audiences. Prior sponsors and exhibitors have included planning and engineering firms, economic and transportation data firms, spatial analysis and other software companies, transportation companies, technical assistance centers, state and federal agencies, and more.

Designed for both seasoned experts and newcomers to the field, the National Regional Transportation Conference serves as a vital forum for advancing regional transportation planning and collaboration.




200+
AVERAGE ANNUAL
NUMBER OF CONFERENCE
ATTENDEES


3
DAYS OF IN-PERSON
EXPOSURE TO ATTENDEES


PRE-CONFERENCE
COMMUNICATIONS WITH
ATTENDEES VIA EMAIL AND
EVENT APP

NADO Annual Training Conference

Location Varies Annually

NADO's Annual Training Conference is the premier national gathering for Regional Development Organization (RDO) leaders and board members, programmatic staff, operational staff, and elected officials. The conference, held in a different city each year, features four days of engaging plenary sessions, hands-on learning labs, mobile workshops, networking events, and concurrent sessions. Attendees explore pressing issues such as housing, disaster recovery, workforce development, aging, AI, Comprehensive Economic Development Strategy (CEDS) planning, and much more. The event also includes immersive mobile tours showcasing local regional resilience and innovation. Designed for both seasoned professionals and newcomers, the conference offers practical tools, peer exchange, and strategic insights to strengthen regional economic and community development efforts nationwide.

With four days of high-impact programming for more than 400 attendees, NADO's Annual Training Conference offers an exceptional platform for sponsors and exhibitors to connect with a national audience of RDO professionals each year. Sponsors and exhibitors benefit from direct access to decision-makers involved in infrastructure, housing, workforce, disaster recovery, and economic innovation. Your organization will be prominently featured in conference materials and events, positioning you as a trusted partner in advancing regional resilience and prosperity.



450+
AVERAGE ANNUAL
NUMBER OF CONFERENCE
ATTENDEES



4
DAYS OF IN-PERSON
EXPOSURE TO ATTENDEES



PRE-CONFERENCE
COMMUNICATIONS WITH
ATTENDEES VIA EMAIL AND
EVENT APP

FAQs

What are samples of sponsor and exhibitor benefits?

- Dedicated tabletop space to exhibit
- Company logo included on event signage, conference website, digital information board, and mobile conference app
- Access to digital attendee directory
- Recognition in dedicated conference app push notification and email
- Complimentary conference registration(s)
- Opportunity to include digital ad in an email to conference attendees
- Opportunity to include company materials in registration packet
- Recognition on conference screensavers
- Recognition as sponsor of a reception
- Recognition as sponsor of one chosen concurrent session
- Recognition as sponsor of a plenary or keynote session
- Recognition as sponsor of a refreshment break
- Recognition as sponsor of conference Wi-Fi
- One-hour webinar marketed by NADO (post-conference)
- Recognition during plenary session remarks

What amount do sponsor and exhibitor packages start at?

Sponsorship packages and exhibitor opportunities can be customized to meet specific needs for each different event, including packages to sponsor multiple events throughout 2026. Opportunities generally start at \$1,500.

Interested in a sponsorship opportunity or exhibiting at a NADO event in 2026?
Contact us today.



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2026 Events



March 8-11, 2026

nado.org/2026washcon

NADO Washington Conference

Crystal Gateway Marriott
1700 Richmond Highway
Arlington, VA 22202

July 21-23, 2026

nado.org/2026-nrtc

National Regional Transportation Conference

Grand Hyatt Buckhead
3300 Peachtree Road, NE
Atlanta, GA 30305

October 26-29, 2026

nado.org/atc2026

NADO Annual Training Conference

Peppermill Resort Spa Casino
2707 S Virginia Street
Reno, NV 89502