2027 NADO & DDAA Washington Conference

March 7-10, 2027 | Arlington, Virginia

We invite you to join us as a sponsor or exhibitor during the NADO & DDAA 2027 Washington Conference.

The National Association of Development Organizations (NADO) and Development District Association of Appalachia (DDAA) Washington Conference is an annual joint event that brings together local, state, and federal economic and community development stakeholders, program staff, business leaders, and local decision-makers. Sponsorship provides direct access to these professionals who are at the forefront of advancing economic mobility, strengthening rural and regional communities, and driving solutions through innovation and collaboration.

The 2027 NADO & DDAA Washington Conference will be held from **March 7-10, 2027, in Arlington, Virginia**.

About NADO

The National Association of Development Organizations (NADO) is a membership association that advocates for the national network of more than 500 Regional Development Organizations (RDOs) across the country. These organizations collectively assist thousands of cities, counties, and towns in facilitating community and economic development.

About DDAA

The Development District Association of Appalachia (DDAA) is a membership organization that represents the 73 Regional Development Organizations (RDOs) – also known as Local Development Districts (LDDs) – serving the 420 counties of the Appalachian Region.

About the Conference

The NADO & DDAA Washington Conference features a series of sessions and discussions focused on regional community and economic development, the federal policy landscape, and the initiatives, programs, and approaches that are central to the work of locally-based Regional Development Organizations (RDOs) and their stakeholders. This event features experts and thought leaders at the forefront of cutting-edge approaches to innovative regional development, and highlights promising practices, success stories, and key lessons learned from local regional community and economic development stakeholders and their initiatives.

Conference Audience

This event offers sponsors and exhibitors the opportunity to connect with more than 400 economic and community development professionals from across the country.

Conference attendees include:

- Hundreds of Executive Directors and staff working for local community and economic development organizations known collectively as Regional Development Organizations (RDOs). These organizations may be known locally as Councils of Governments (COGs), Regional Planning Councils (RPCs), and Area Development Districts (ADDs), or by other similar names
- Local elected officials, city and county managers, and local business leaders
- Federal officials from agencies such as the U.S. Department of Commerce, the U.S. Department of Agriculture, and the U.S. Department of Transportation, and others

Services *provided* by Regional Development Organizations include:

- Regional community and economic development planning
- Transportation planning
- Workforce development and training
- Broadband connectively
- Urban and rural planning
- Environmental assessments
- Public health and aging services
- Brownfields assessments
- Affordable housing development
- Disaster prevention and mitigation

Services *procured* by Regional Development Organizations include:

- Human Resources services
- Audit and financial services
- Marketing, communications, and rebranding expertise
- Information Technology services
- GIS services
- AI software and services

Whether your goal is to showcase products and services, share expertise, or build long-term partnerships with the national network of Regional Development Organizations, the NADO & DDAA Washington Conference provides a powerful platform for meaningful engagement through networking events, compelling discussions, and interactive sessions designed for peer exchange and practical takeaways.

Sponsorship Opportunities

$12,000 - Presenting Sponsor
Premium visibility and top-level recognition throughout the conference experience.

Premier logo placement on event signage, website, and conference materials

Recognition during opening remarks and key conference moments

Opportunity for a brief sponsor spotlight (educational, not sales-focused)

Preferred exhibit tabletop space

Two complimentary conference registrations

Featured recognition in pre-conference communications (email and event app)

Access to conference networking events

$7,500 - Gold Sponsor
High visibility and engagement with strong brand placement.

Prominent logo placement on event signage, website, and conference materials

Exhibit tabletop space

Two complimentary conference registrations

Recognition in pre-conference communications (email and event app)

Opportunity to sponsor a reception, refreshment break, or session (based on availability)

Access to conference networking events

$4,500 - Silver Sponsor
Cost-effective sponsorship with consistent visibility and access.

Logo placement on event signage, website, and conference materials

Exhibit tabletop space

One complimentary conference registration

Access to conference networking events

$1,500 - Exhibitor
Entry-level option designed for organizations seeking networking and onsite presence.

Exhibit tabletop space

One complimentary conference registration

Name recognition on event sponsor and exhibitor materials

Access to conference networking events

Additional sponsorship opportunities are available for the 2027 NADO & DDAA Washington Conference. Each option below can serve as a single sponsorship commitment, or an add-on to an Exhibitor, Silver, Gold, or Presenting Sponsorship. These opportunities aim to enhance sponsors' conference presence with targeted, high-visibility opportunities.

Additional Sponsorship Opportunities

$5,000 - Welcome Reception Sponsor
An exclusive, premier networking opportunity with high attendee participation.

- Recognition on event signage and conference materials
- Logo placement on event signage, website, and conference materials
- Logo on cocktail napkins at reception
- Recognition as sponsor during reception remarks (when applicable)
- Exhibit tabletop space
- One complimentary conference registration
- Access to conference networking events

$4,000 - Conference Wi-Fi Sponsor
One of the most memorable sponsor placements seen by every attendee.

- Custom Wi-Fi network name recognition (when applicable)
- Logo placement on event signage, website, and conference materials
- Recognition in event app and/or attendee communications (when applicable)
- Exhibit tabletop space
- One complimentary conference registration
- Access to conference networking events

$3,500 - Plenary Session Sponsor
Maximum visibility tied to the highest-attended programming.

- Recognition during plenary remarks (when applicable)
- Logo placement on plenary walk-in slides and/or screensaver
- Logo placement on event signage, website, and conference materials
- Exhibit tabletop space
- One complimentary conference registration
- Access to conference networking events

$3,000 - Refreshment Break Sponsor
High repeat visibility during peak attendee flow times.

- Signage recognition at the refreshment station
- Logo placement on event signage, website, and conference materials
- Recognition in conference app and program materials (when applicable)
- Exhibit tabletop space
- One complimentary conference registration
- Access to conference networking events

$2,500 - Breakout Session Sponsor
Align your brand with education and peer learning.

- Recognition as sponsor of one chosen concurrent session
- Logo placement on session signage and/or walk-in slides
- Recognition in conference app and program materials (when applicable)
- Exhibit tabletop space
- One complimentary conference registration
- Access to conference networking events

Whether you are looking for additional branding moments, thought leadership visibility, or expanded engagement throughout the conference, sponsorship opportunities can be customized to meet your organization's goals.

To secure a 2027 NADO & DDAA Washington Conference Sponsor or Exhibitor opportunity, contact sponsorships@nado.org, or call NADO at 202.921.4440.