NAMD 2026

FALL CONFERENCE

NATIONAL HARBOR, MARYLAND
OCTOBER 21-23, 2026

Prospectus

NAMD 2026 FALL CONFERENCE

Welcome to the NAMD 2026 Fall Conference!

We can't wait to partner with you on the marquee event of the year for Medicaid and Children's Health Insurance Program (CHIP) leaders and the myriad partners that share in enabling comprehensive health care and improved economic security for 76 million people nationwide.

In this intense year in which programs are implementing eligibility provisions and rural health transformation initiatives associated with the One Big Beautiful Bill Act/Working Families Tax Credit Act, Medicaid remains a vital source of health care coverage for folks across the age continuum, covering 4 in 10 births, over 36 million children, and 2/3 of older adults and people with disabilities. KFF found in its June, 2025 Health Tracking Poll that, "about seven in ten (69%) adults say that someone close to them has received help from Medicaid at some point, including over half (56%) who say either they themselves or a member of their family has been covered by the program and an additional 13% who say a close friend has been covered." Medicaid reflects nearly 1 in 6 dollars spent in the U.S. on health care, 1 in 2 dollars spent in the US on long-term services and supports, and it is the United States' single largest payer for behavioral health services.

What's the bottom line? Medicaid is crucial to members, providers and the health ecosystem.

Your support as a sponsor of this important convening, which brings together state and territory Medicaid leadership with a remarkable array of the crucial policy and operational supports that make the program go on a daily basis, is both vital and deeply appreciated.

Our collective Medicaid mission centers on making sure that every Medicaid dollar is accountably spent in service of providing high-quality, cost-efficient health care to eligible people. This means eligibility systems that create clear pathways and continuity of coverage for members who meet eligibility criteria. This also means continued attention to high performing and outcomes-driven managed care, accountable care organizations and administrative services organization arrangements, through which program services are delivered. It involves innovation, including rural health initiatives and efforts to scale systems solutions. And it calls for ever-more sophisticated program integrity tools to keep us ahead of bad actors.

Our conference curriculum will reflect that dynamic portfolio and provide both planned and incidental opportunities to connect and share your expertise, services and solutions with state and territory leaders as well as to learn where they are placing their focus.

Heartfelt thanks for all you do to support us in this very meaningful event.

In partnership,

Kate McEvoy

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NAMD 2026 FALL CONFERENCE

Important Dates

May 6, 2026
Attendee registration opens

April 28, 2026
Sponsorship registration opens

August 6, 2026
- Conference registration fees increase
- Unused attendee limit spots are no longer reserved
- Last day to receive a refund with the cancellation of a sponsorship or conference registration

September 4, 2026
Unused complimentary tickets may be released unless notified

September 28, 2026
Last day to book a room at the conference hotel at the conference rate

October 14, 2026
Pre-registration closes

October 21-23, 2026
Conference is live

Important Contacts

The Fall 2026 NAMD Conference is supported by the staff at ARB Meetings and Events.

Conference Management

ARB Meetings and Events
7220 Earhart Blvd., 2nd Floor
New Orleans, LA 70125
Phone: (504) 309-8965
Fax: (504) 327-5299
www.ARBmeetings.com

Conference Contacts

Stephen Stephens
Phone: (504) 356-8733
Email: **sstephens@ARBmeetings.com**

Elizabeth Toso
Phone: (504) 309-8965
Email: **etoso@ARBmeetings.com**

Conference Hotel & Venue

Gaylord National Resort & Convention Center
201 Waterfront Street
Oxon Hill, Maryland, USA, 20745
Phone: (877) 382-7299

How-Tos

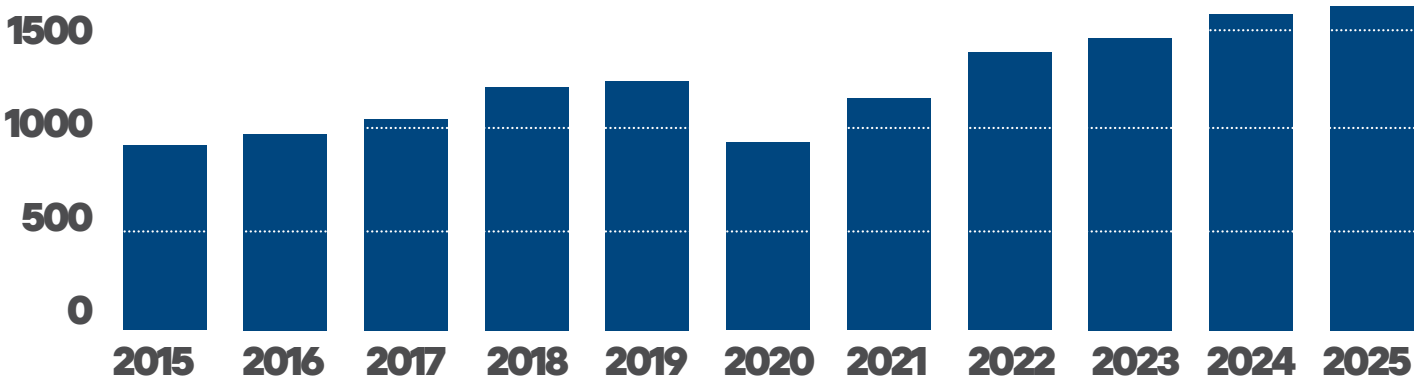
How do I secure a sponsorship?
You may secure a sponsorship online by clicking **here**.

How do I register my conference attendees?
You must secure a sponsorship before registering attendees at the corporate sponsor rate. After you have secured your sponsorship, visit **attendee registration** to register your complimentary and Corporate Sponsor attendees.

Already secured your sponsorship?
Upon securing your sponsorship, your custom login information will be emailed to you within one business day.

NAMD 2026 FALL CONFERENCE

Attendees by the Year



2025 Attendee Breakdown

1,675 Total Attendees

56 States & Territories

52 Medicaid Directors

42 Federal Employees

313 State Employees

200 State Senior Staff

147 C-Suite Attendees

Who Exhibits?

- ★ Consultants
- ★ Managed Care
- ★ Pharmaceuticals
- ★ Telehealth
- ★ Dental
- ★ Information Technology
- ★ Specialty Health Services
- ★ Health Insurance

Past Exhibitors & Sponsors

Abbott
Abby Care
AbsoluteCare
Abt Associates
Accenture
Accuity Asset Verification Services
ACES$ Financial Management Services
Acumen Fiscal Agent
Acxiom
Advancing States
Aetna Better Health
AFMC
AHIP
Alera Health
Alkermes
Allergan
Alliant Health Solutions
Allyant
Altarum
Alvarez & Marsal Public Sector Services
Amazon Web Services
American Association of Birth Centers
American Diabetes Association
American Institutes for Research
American Specialty Health
AmeriHealth Caritas
AmeriTrust Solutions
AOM Holdings
Aon
Arcadia
Arnold Ventures
Association for Community Affiliated Plans (ACAP)
AssureCare
Audacious Inquiry
Aurrera Health Group
Avesis
AxisPoint Health
BabyScripts
Bamboo Health
Benchmark Human Services
Benchmarks
BerryDunn
Best Foot Forward
Bicycle Health
Blue Cross Blue Shield Association
Boehringer Ingelheim
Boston Consulting Group
Campaign for Transformative Therapies
Capital Rx
CAI
CAQH
Care Innovations
Carelon Behavioral Health
CareSource
CaryHealth
CBCS
CBIZ Optumas
CenCal Health
Centene Corporation
Center for Maternal Health and Medicaid Partnerships
Center for the Study of Services
Centering Healthcare Institute
CHESS Health
Children's Hospital Association
CITIZ3N
CMA / Lyfegen
Comagine Health
Commonwealth Care Alliance
Community Bridges, Inc.
Community Health
Conduent
ConfirMED
Constellation Quality Health
Contingency Management Innovations
Consumer Direct Care Network
CSG Government Solutions
CVS Health
CyncHealth
Dane Street
DataHouse Consulting
DCI
Deloitte
Delta Dental
DentaQuest
Dexcom
Digital Diagnostics
Digital Harbor
Direct Care Innovations
Direct Interactions
Dynamic Health
Eccovia Solutions
Edifecs
Elevance Health
Eli Lilly and Company
Environmental Systems Research Institute
Epiphany Management
Equality Health
Equian
Equifax
Eventa
eviCore healthcare
Evolent Health
EY
Express Scripts
Fabric Health
FarmboxRx
Faulkner Consulting Group
Findhelp
Finity Communications
Foodsmart
ForHealth Consulting at UMass Chan Medical School
FTI Consulting
Gainwell Technologies
GDIT
GeneDx
Genesys
Genomind
Grail
GT Independence
Guardian
Guidehouse
Happiest Baby
Health Management Associates
Health Policy Institute
HealthEC
Healthmine
Healthy Together
HealthySteps
Hewlett Packard Enterprise
HHAeXchange
Holista
Humana Healthy Horizons
IBM
IDEMIA
Imagine Pediatrics
IMPAQ International
Incline Actuarial Group
InComm
Independent Living Systems
Innovaccer
InnovAge
Insulet Corporation
Instacart Health
IntellectAbility
Invitae
IPRO
Kaiser Permanente

Past Exhibitors & Sponsors *(continued)*

Kate Farms
KPMG
Lantheus
Leavitt Partners
Leidos
LetsGetChecked
Lewin Group
LexisNexis Risk Solutions
LIBERTY Dental Plan
Liberty Healthcare Corporation
LifeStation
LivaNova
Lundbeck
Lyft Healthcare
Magellan Healthcare
Manatt
Marwood Group
Mathematica
Maven
MAXIMUS
MCG Health
McKesson Corporation
McKinsey & Company
MedeAnalytics
Medecision
Medela
Medicaid Learning Center
Medicaid Recovery Network
Medical Review Institute of America
Medical Transportation Access Coalition
Medicare Limited Income NET Program
MedicFP
MedImpact Healthcare Systems
MediSked
MEDsys
MedStar Family Choice
Medtronic Care Management Services
MedWatchers
Mercer
Meridian Health Plan
Milliman
Mission Care Collective
Mitre
Modivcare
Molina Healthcare
Mom's Meals
Monogram Health
MTM
Myers and Stauffer
NACDS
NASDDDS
NCQA
National MedTrans
National Seating and Mobility
Nemours KidsHealth
NESCSO
Net Health
Netsmart
Nomi Health
NORC at the University of Chicago
Noridian Healthcare Solutions
NourishedRx
Novartis
Novo Nordisk
Ocrolus
Ochsner Connected Health
Onduo
Ophelia Health
Optimetra
Optum
Organon
Papa
PCMA
PhRMA
Plasma Protein Therapeutics Association
PointClickCare
Precipio Health Strategies
Premier
Prentke Romich Company
Prime Care Technologies
Prime Therapeutics
ProgenyHealth
Public Consulting Group
Public Partnerships
Pursuant Health
Pyx Health
Quantum Rehab
Quest Analytics
Reach Out and Read
Reema Health
Relias Learning
Roche Diagnostics Corporation
RSA Medical
SafeRide Health
Sage Therapeutics
Salesforce
Salo Health Strategies
Sandata Technologies
Sanofi
SAS
Scene Health
Segal Consulting
Sellers Dorsey
SGRX Health
Shared Health
SKYGEN
SmartComment Software
Smith & Nephew
Soda Health
Socially Determined
Softheon
Solari
Solventum
SpectraMedix
SteadyIQ
Syrtis Solutions
Tabula Rasa HealthCare
Team Select Home Care
Technical Assistance Collaborative
Telligen
Tellus
Teva Pharmaceuticals USA
The Breastfeeding Shop
The Compliance Team
The Joint Commission
The Menges Group
The North Highland Company
The Pew Charitable Trusts
Theranica USA
Therap Services
Thomson Reuters
Transdev
Transdev Health Solutions
TripSpark
Truv
Twill
Tyler Technologies
Uber Health
UCare
Unite Us
United Concordia Dental
UnitedHealthcare
UnitedHealthcare Community & State
Vimo
Ventec Life Systems
Verida
Vertex Pharmaceuticals
Wayspring
Zyter | TruCare

Attendee Registration

NAMD values the commitment that our sponsors have shown to Medicaid. To that end, we will be limiting the overall number of Non-Sponsor Corporate attendees at the conference to allow for greater interaction between our sponsors and state and federal government attendees.

All sponsors are required to register for the conference as a Corporate Sponsor attendee. Please note that if your company is NOT exhibiting or sponsoring at the conference, you must register as a Corporate Non-Sponsor. To register for the conference as a Corporate Sponsor, please click **here**.

Your level of sponsorship provides you with a number of complimentary attendee registrations. We will also be limiting the number of additional non-complimentary sponsor attendees, on a tiered basis, that will receive the full sponsor discount to help sponsors with their planning. Please see pages 15-17 for your exact number of both complimentary AND total attendees at the sponsor rate.

Total attendees are the maximum number of attendees you may register at the sponsor rate. These include the complimentary attendees. Additional non-complimentary registrations will be at the corporate sponsor rate listed below. Your additional non-complimentary attendee spots are only guaranteed until August 6. After Early Bird ends, additional non-complimentary registrations will be subject to availability or can be pre-purchased through a group block.

In the event of a sold-out conference, unused complimentary tickets may be released on **Friday, September 4,** unless you notify us of your intent to use them prior to the conference.

In Person Registration Fees

Corporate Sponsor Registration Fees

Early Bird: $1,300 | After August 6: $1,400

Corporate Non-Sponsor Registration Fees

Early Bird: $1,700 | After August 6: $1,850

Cancellation Policy: Please refer to the full cancellation policy on page 20 under Terms and Conditions.

What's Included

- Exhibit Hall Opening Reception on Wednesday, October 21
- Conference sessions all day Thursday, October 22 through Friday, October 23
- Breakfast and Lunch on Thursday, October 22, through Friday, October 23
- All conference-related activities and events beginning at 5:00 PM on Wednesday, October 21
- Access to in-person and app networking tools and events
- Access to all recordings of conference sessions

Conference Hotel

Gaylord National Resort & Convention Center

201 Waterfront Street
Oxon Hill
Maryland, USA, 20745
Phone: (301) 965-4000

Rate: **$329*** ***(rate excludes all taxes and fees)***

*The NAMD discounted hotel rate is guaranteed only through **Monday, September 28, 2026**. Rooms are limited; NAMD cannot guarantee a room for all attendees. Reservations made after Monday, September 28, 2026 are subject to availability and prevailing hotel rates.

Reservations

Online

To make reservations online, please visit the Gaylord National Resort & Convention Center online reservation page by clicking **here**.

By Phone

To make reservations by phone, please call **(877) 382-7299** and reference **National Association of Medicaid Directors Fall 2026 Conference** as the group name.

What's Close by...

Attractions

The Capitol Wheel **[0.2mi, 5min walk]**
The Awakening Sculpture **[0.3mi, 7min walk]**
MGM National Harbor **[1mi, 20min walk]**
National Harbor Waterfront **[0.1mi, 2min walk]**

Food & Drink

Bond Steakhouse **[0.1mi, 2min walk]**
Succotash **[0.7mi, 5min walk]**
Grace's Mandarin **[0.2mi, 5min walk]**
Redstone American Grill **[0.3mi, 8min walk]**
The Walrus Oyster & Ale House **[0.2mi, 5min walk]**

National Harbor Guide

Agenda at a Glance

Tuesday, October 20

4:30 PM – 5:30 PM	Medicaid Director Panel & Discussion*
6:00 PM – 7:00 PM	**Medicaid Director Reception***

Wednesday, October 21

7:30 AM – 5:15 PM	State-Only Sessions
5:15 PM – 7:15 PM	**Exhibit Hall Opening Reception**

Thursday, October 22

8:00 AM – 5:00 PM	Registration Desk Open
8:00 AM – 5:00 PM	**Exhibit Hall Open**
8:00 AM – 9:00 AM	Networking Breakfast
9:00 AM – 5:00 PM	**Plenary & Breakout Sessions**
10:30 AM – 11:00 AM	Networking Break
12:30 PM – 1:30 PM	**Networking Lunch**
3:00 PM – 3:30 PM	Networking Break
5:00 PM – 7:00 PM	**Thursday Evening Reception**

Friday, October 23

8:00 AM – 2:00 PM	Registration Desk Open
8:00 AM – 11:00 AM	**Exhibit Hall Open**
8:00 AM – 9:00 AM	Networking Breakfast
9:00 am – 12:30 PM	**Plenary & Breakout Sessions**
10:15 AM – 10:45 AM	Networking Break
12:30 PM – 1:30 PM	**Lunch & Closing Plenary Session**

*By Invite Only

Conference Space Overview

We're thrilled to announce that the NAMD 2026 Fall Conference will be held once again at the spectacular Gaylord National Resort & Convention Center in National Harbor, Maryland.

Venue Highlights

Returning to the Gaylord National Harbor, attendees can look forward to a venue that continues to support the growth of NAMD while enhancing the overall experience.

- An expansive, high-traffic exhibit hall designed to maximize sponsor visibility and create consistent opportunities for attendee engagement
- Strategically designed layouts that drive natural foot traffic throughout the space, ensuring strong exposure for all exhibitors
- Dedicated areas for state-only day sessions
- An open, light-filled layout with expansive sightlines that drives attendee flow, set along a vibrant waterfront with dining and entertainment
- Enhanced networking spaces throughout the venue
- Robust, high-performance technology infrastructure

Meeting Room Locations

Our event will utilize several key spaces within the Gaylord National:

Maryland Ballroom
A, B, C, D - General Sessions
1, 2, 3 - Breakout Rooms

Sponsor Offices (Platinum Level and above)
Chesapeake G, H, I, J, K, L
Camelia 1,2,3,4

Cherry Blossom Ballroom
Breakouts

Cherry Blossom Foyer
State Only Day Wellness Activations

National Harbor Rooms
Breakouts

We're confident this venue will enhance the experience for all participants and provide even more opportunities for meaningful connections between state Medicaid leaders and our valued partners.

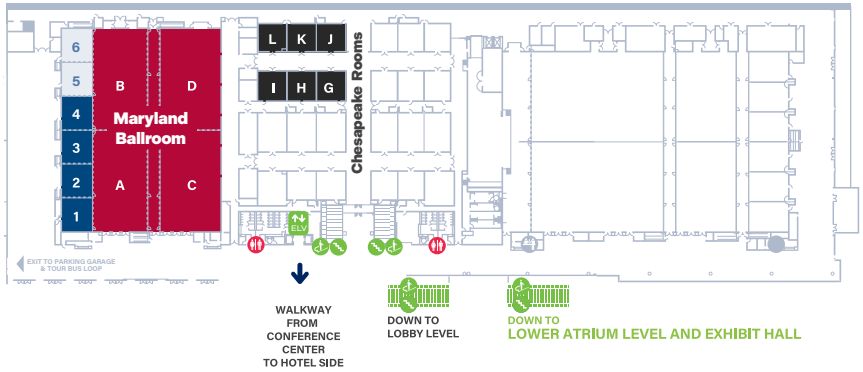
We look forward to welcoming you to National Harbor in October 2026.

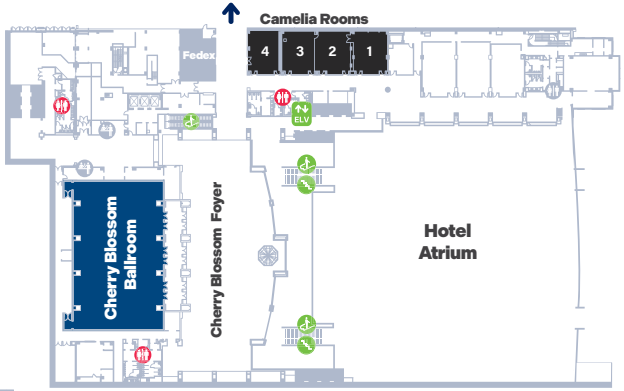
NAMD 2026 FALL CONFERENCE

Conference Map

General Sessions | Breakout Sessions | Sponsor Offices

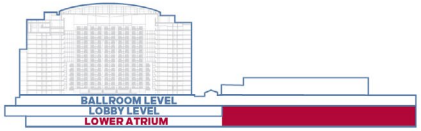
Ballroom Level, Conference Side



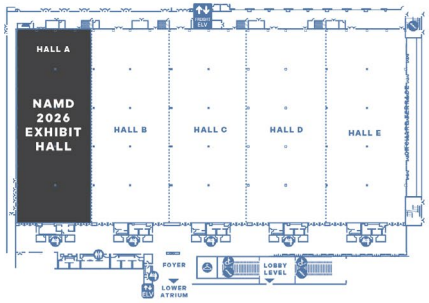


Ballroom Level, Hotel Side

CLICK FOR LIVE EXHIBIT HALL MAP



Prince George's Exhibition Hall A, Atrium Level, Conference Center



Legend

- Booths
- ReCharge Lounge
- Registration
- Food & Beverage
- Water Stations
- Columns
- Tables

Hall A

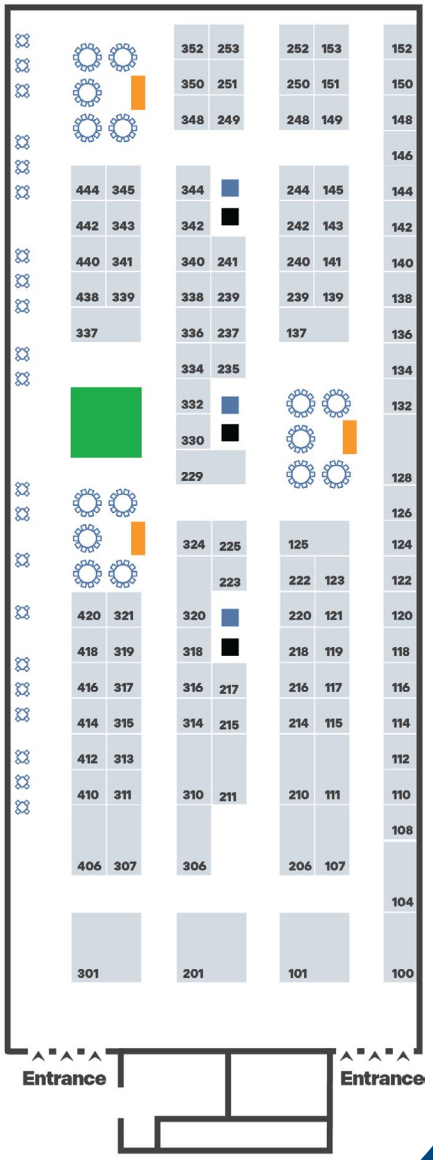


Exhibit Hall Information

Installation

Wednesday, October 21, 2026
8:00 AM – 4:00 PM

Exhibit Hall Opening Reception

Wednesday, October 21, 2026
5:15 PM – 7:15 PM

Booths must be operational and staffed by 4:30 PM.

Exhibit Hall Hours

Wednesday, October 21, 2026
5:15 PM – 7:15 PM

Thursday, October 22, 2026
8:00 AM – 5:00 PM

Friday, October 23, 2026
8:00 AM – 11:00 AM

Booths must be operational and staffed all day Thursday and until 11:00 am on Friday, including during breakfast, lunch and breaks.

Breakfast will be served in the Exhibit Hall to encourage attendees to spend time interacting with sponsors.

Dismantle

Friday, October 23, 2026
11:00 AM – 2:00 PM

All exhibits must be dismantled and the exhibit space completely clear by 2:00 PM.

Booth Selection & Assignment

During the sponsorship purchase process, you will be able to select your preferred booth assignment.

- Booth space will be assigned based on the date of purchase during the registration process. NAMD reserves the right to make changes to booth locations in the case of technical errors.
- Preferential booth locations will be given to sponsors based on the level of sponsorship.
- All reasonable requests for booth space changes and neighbors will be considered but are not guaranteed.

Booth Space & Design

Please see **pages 15–17** for booth size information for each sponsorship level. We are excited to work with our sponsors to redefine the exhibit hall experience and facilitate meaningful conversations with attendees.

For more information on creating a booth experience that meets your current needs, please contact us at **conference@medicaiddirectors.org**.

Sponsorship Opportunities

As a sponsor at the Fall 2026 NAMD Conference, your company receives increased visibility not only with conference attendees, but also with the overall NAMD membership—an incredible benefit for your investment. Several sponsorship and branding opportunities are available to fit your budget and needs. Detailed sponsorship benefits can be found on **pages 15–17**.

Sponsorship Highlights

- More than 300 program directors and key decision-makers in attendance
- Each sponsoring company receives a complete list of all conference attendees three weeks before the official start date of the conference (Note: NAMD does not release attendee emails)
- Sponsors are invited to attend all open educational workshop sessions
- Advertising opportunities are available in the conference program book
- Multiple networking functions, including a reception, evening event, two breakfasts, two lunches, and all break functions held in the Exhibit Hall
- Sponsorship and attendance at reduced sponsor rates
- Opportunity to host an ancillary event at the Sapphire level and above
- Invitation to the Tuesday Medicaid Director Panel and the Medicaid Director Reception at the Sapphire level and above

Sponsorship Levels

Premier (1)	**$97,500**
Evening Reception (1)	**$66,000**
Platinum	**$61,000**
Diamond	**$41,000**
Recharge Lounge (1)	**$40,000**
Networking Lunch (2)	**$38,500**
Networking Breakfast (2)	**$33,500**
Wi-Fi (1)	**$27,500**
App (1)	**$27,500**
Emerald	**$24,500**
Networking Break (3)	**$23,500**
Sapphire	**$20,500**
Pearl	**$18,000**
Ruby	**$13,750**
Gold (32)	**$10,250**
Silver (15)	**$8,500**
Exhibitor Only (10)	**$8,500**

Á la Carte Options

State Only Day Lunch (1)	**$20,000**
20' x 20' Booth Upgrade (2)	**$18,000**
Hotel Key Cards (1)	**$16,500**
Water Stations Sponsor (1)	**$15,000**
State Only Day Activation (4)	**$7,500**
Sponsor Spotlight Email (8)	**$6,000**

Sponsorship Benefits

Highlighted items must be provided by sponsor

Benefit	Premier	Evening Reception	Platinum	Diamond	Networking Lunch	Networking Breakfast
Stand-alone branding presence in conference lobby	X					
Significant branding presence in conference lobby	X	X	X			
Significant branding presence on the app	X	X	X			
Complimentary in-person registrations	8	5	5	3	3	3
Total available in-person registrations at sponsor rate (includes complimentary registrations)	30	25	25	20	15	15
Complimentary in-person exhibit booth	20' X 20'	20' X 10'	20' X 10'	20' X 10'	20' X 10'	20'X10'
Invitations to the Tuesday Medicaid Directors Panel	4	3	3	2	2	2
Invitations to the Tuesday Medicaid Directors Reception	4	3	3	2	2	2
Ad in program book (item provided by sponsor)	2 Full Page	2 Full Page	2 Full Page	2 Full Page	1 Full Page	1 Full Page
Company name on conference bag	X	X	X	X		
Complimentary office/demo room (F&B not included)	X	X	X			
One-time distribution of an approved electronic invitation to your sponsored event emailed to all conference attendees		X				
Individual recognition signage placed throughout venue during event		X			X	X
One piece of company collateral placed on tables (item provided by sponsor)					X	X
Premier logo placement on NAMD conference email outreach	X	X	X	X		
Premier logo placement on conference materials & signage	X	X	X	X		
Logo placement on sponsor recognition signage					X	X
Logo & 100-word company description in program book	X	X	X	X	X	X
Company logo & website hyperlinked on conference website	X	X	X	X	X	X
Promotional items to be included in NAMD conference bag (item provided by sponsor)	2	1	1	1	1	1
Opportunity to host an ancillary event (see **page 19** for details)	X	X	X	X	X	X
Stand alone email communication shared with Medicaid Directors & NAMD membership announcing sponsorship	X					

Sponsorship Benefits

Highlighted items must be provided by sponsor

Benefit	ReCharge Lounge	App	Wi-Fi	Emerald	Networking Break	Sapphire
Complimentary registrations	3	**2**	2	**2**	2	**2**
Total available in-person registrations at sponsor rate (includes complimentary registrations)	15	**15**	15	**15**	10	**10**
Complimentary exhibit booth	20' X 10'	**10' X 10'**	10' X 10'	**10' X 10'**	10' X 10'	**10' X 10'**
Invitations to the Tuesday Medicaid Directors Panel	2	**2**	2	**2**	2	**2**
Invitations to the Tuesday Medicaid Directors Reception	2	**2**	2	**2**	2	**2**
Ad in program books (item provided by sponsor)	1 Full Page	**1 Half Page**	1 Half Page	**1 Half Page**	1 Half Page	**1 Half Page**
Significant branding presence on the conference app		**X**				
One-time distribution of an approved electronic invitation to your sponsored event emailed to all conference attendees					X	
Individual recognition signage placed throughout venue during event	X				X	
Branded coffee sleeves or napkins distributed during sponsored break					X	
Wi-Fi network password chosen by sponsor			X			
Sponsor recognition on slide presentations during the plenary and breakout sessions	X	**X**	X			
Logo placement on sponsor recognition signage	X	**X**	X	**X**	X	**X**
Logo & 100-word company description in program book	X	**X**	X	**X**	X	**X**
Company logo & website hyperlinked on conference website	X	**X**	X	**X**	X	**X**
Promotional items to be included in NAMD conference bag (item provided by sponsor)	1			**1**		
Opportunity to host an ancillary event (see **page 19** for details)	X	**X**	X	**X**	X	**X**
Branded Lounge Area in the Exhibit Hall	X					

Sponsorship Benefits

Highlighted items must be provided by sponsor

Benefit	Pearl	Ruby	Gold	Silver	Exhibitor Only
Complimentary in-person registrations	**2**	2	**1**	2	**1**
Total available in-person registrations at sponsor rate (includes complimentary registrations)	**10**	7	**3**	4	**3**
Complimentary in-person exhibit booth	**10' X 10'**	10' X 10'	**10' X 10'**	**No Booth**	**10' X 10'**
Ad in program book (item provided by sponsor)	**1 Half Page**	1 Quarter Page			
Logo placement on sponsor recognition signage	**X**	X	**X**	X	
Logo & 100-word company description in program book	**X**	X	**X**	X	**X**
Company logo & website hyperlinked on conference website	**X**	X	**X**	X	**X**

À la Carte Opportunities

À la carte opportunities are available to sponsors at differing sponsorship levels and above. For information on each sponsorship, see details below. Please call for additional add-on possibilities

State Only Day Lunch

Minimum Sponsor Level: Diamond
Quantity Available: 1
Cost: $20,000

Elevate your presence during the exclusive State Only Day by sponsoring lunch for state Medicaid directors on Wednesday, October 21.

State Only Day Activation

Minimum Sponsor Level: Diamond
Quantity Available: 3
Cost: $7,500

A unique opportunity to show your appreciation and contribute to the wellness and development of state attendees. This includes a 15' x 15' activation area located just outside the State-Only Day meeting rooms on Wednesday, October 21. All additional

activation costs are borne by the sponsor.

20' x 20' Booth Upgrade

Minimum Sponsor Level: Diamond
Quantity Available: 2
Cost: $18,000

Enhance your booth visibility and interaction potential by upgrading your 20' x 10' booth to a 20' x 20' booth at the very front of the Exhibit Hall.

Hotel Key Cards

Minimum Sponsor Level: Pearl
Quantity Available: 1
Cost: $16,500

Your branded card is handed to each conference attendee (over 1,600 attendees) when they check into the Gaylord National Resort & Convention Center for use as their room key card.

Water Station

Minimum Sponsor Level: Pearl
Quantity Available: 1
Cost: $15,000

Keep your brand front and center by sponsoring water stations located throughout the conference space and exhibit hall, offering continuous, high-visibility exposure while helping keep attendees hydrated and healthy.

Sponsor Spotlight Email

Minimum Sponsor Level: Pearl
Quantity Available: 8
Cost: $6,000

Gain premium visibility through featured sponsor content in official conference emails sent to all registered attendees in the weeks prior to the conference.

- Premium placement in one pre-conference email (minimum half page, sent during the six weeks prior to the conference)
- 150–200 word sponsor message with approved branding
- One high-quality image inclusion
- One call-to-action link
- Performance metrics report post-conference (open rates and click-through rates)

Ancillary Events Requests

NAMD allows sponsors at the Sapphire Level and above the opportunity to host an ancillary event. An ancillary event is any function held adjunct to the Fall 2026 NAMD Conference by a group other than NAMD.

Ancillary events include, but are not limited to:

- **Educational events**
- **Hospitality suites (in a meeting room, hotel room, or suite)**
- **Focus groups**
- **Internal corporate business meetings**
- **Hospitality desks**
- **Investor meetings**
- **Office space**
- **Social events**
- **Staff meetings**

Approved Times

Wednesday, October 21, 2026
Before 8:00 AM or after 7:30 PM

Thursday, October 22, 2026
Before 8:00 AM or after 7:30 PM

Friday, October 23, 2026
Before 8:00 AM or after 12:30 PM

Event Promotion

Promotion and marketing of all ancillary events are the sole responsibility of the hosting sponsor.

Ancillary events will not be listed on any official NAMD conference materials.

Display of signage promoting an ancillary event will not be allowed in the conference space.

Guidelines

- Any company interested in hosting an ancillary event, as defined above, must be a paid sponsor of the NAMD Conference at the Sapphire Level or above.
- The event must comply with approved time frames and be scheduled to permit attendees sufficient time to participate in official conference activities and sessions.
- The event must receive written approval by NAMD prior to available ancillary event space being assigned.
- All fees associated with the procurement of onsite event space will be billed directly to the sponsoring company by the venue.
- If a sponsoring company is interested in securing space for an ancillary event at an off-site venue in the host city, they must receive written approval from NAMD prior to making arrangements.
- All charges for services levied by the hotel and/or other venue are the sole responsibility of the sponsoring company.
- If a sponsoring company is requesting a multi-day event, completion of one form per event is required.
- **Violation of these guidelines, including hosting an unapproved ancillary event, may result in the company being prohibited from participation in future NAMD Conferences at the discretion of NAMD.**

Terms & Conditions

Registration
All exhibitors and sponsors, including staff manning the booth, are required to register as participating attendees at the Fall 2026 NAMD Conference. Conference registration entitles exhibitors and sponsors to participate fully in all open conference sessions, keynotes, and social events on the program agenda.

Payment
All sponsorship payments must be made within 60 days of receipt of invoice and be paid in full before the start of the conference. Any sponsorships more than 30 days past due may be cancelled in order to allow paying sponsors to attend in their place. Sponsors using third-party procurement systems must initiate system access within 10 business days of securing their sponsorship.

Exhibit Details
Each booth area is 10 ft. x 10 ft. and includes one 6 ft. skirted table and two chairs. All exhibitors are expected to complete the appropriate forms with the exposition services company for any additional needs such as drayage, AV, electrical, etc.

Booth Block
In the event an organization would like to purchase multiple booth spaces or if two exhibitors would like adjoining space, this request MUST be indicated on the booth application forms and be received at the same time. Every effort will be made to accommodate adjoining booth requests, but final assignments are made at the discretion of Conference Management. Organizations may request no more than three consecutive booth spaces in the Exhibit Hall. Shared booth space is prohibited. All materials, services, and products represented must be wholly owned or managed by the exhibitor on record.

Exhibit Installation
Exhibit installation hours are 8:00 AM – 4:00 PM on Wednesday, October 21, 2026. Exhibitors agree that all booths will be operational and staffed by4:30 PM on Wednesday, October 21, 2026.

Dismantling Exhibits
Exhibits may be dismantled immediately after the final Networking Break on Friday, October 23, 2026 at 11:00 AM. Time for tear down of exhibitor booths is subject to change.

Cancellation
Cancellations made by August 6, 2026 at 5:00 PM EST will receive a refund, less the $100.00 conference cancellation fee. All cancellations and requests for refunds must be submitted in writing via email to **conference@medicaiddirectors.org**. Refunds will be processed after the conference.
No refunds will be given for cancellations made after the August 6 deadline or for conference no-shows. If you cancel after the deadline and have not prepaid your registration fee, NAMD will bill you for your entire registration fee. Substitutions are accepted at any time at no additional charge. Registrations made after the refund cancellation deadline are not eligible for a refund. Registration fees will be refunded approximately 30 days after the conference, either by check or credit card, depending on the original method of payment.

No Shows
If an exhibitor fails to install or display in an assigned space or fails to comply with any other provision of this agreement, NAMD shall have the right, without notice to the exhibitor, to take possession of said space and lease said space, or any part thereof, to such parties and upon such terms and conditions as it may deem proper. Exhibitors who do not show up will not receive a refund. If you email, fax, or mail your cancellation notice, please call to confirm receipt.

Indemnification & Hold Harmless
a. The exhibitor shall indemnify, defend, and hold harmless NAMD and its officers, directors, partners, agents, members, and employees from and against any and all demands, claims, damages to person or property, losses, and liability, including reasonable attorney fees (collectively "claims"), arising out of or caused by the exhibitor's negligence in connection with the provision of services at the Gaylord National Resort & Convention Center. The exhibitor shall not have waived or be deemed to have waived, by reason of this paragraph, any defense it may have with respect to such claims.
b. NAMD shall indemnify, defend, and hold harmless the exhibitor and its officers, directors, partners, agents, members, and employees from and against any and all demands, claims, damages to person or property, losses, and liabilities, including reasonable attorney fees (collectively "claims"), arising out of or caused by NAMD's negligence. NAMD shall not have waived or be deemed to have waived, by reason of this paragraph, any defense it may have with respect to such claims.
c. Exhibitors assume the entire responsibility and liability for losses, damages, and claims arising out of injury or damage to their displays, equipment, and other property brought upon the premises of the hotel and shall indemnify and hold harmless NAMD and the Gaylord National Resort & Convention Center, their officers, directors, partners, agents, members, and employees from any and all such losses, damages, and claims.
d. In all cases, occupants wishing to insure their property must do so at their own expense. It is especially recommended that all occupants have representatives in attendance at all times when exhibits are open and particularly when exhibits are being set up or dismantled, to protect against loss.

Rules
NAMD reserves the right to make changes to these rules. Any matters not specifically covered herein are subject to final decision by NAMD. NAMD reserves the right to make such changes, amendments, and additions to these rules at any time as considered advisable for the proper conduct of the exhibit, provided that exhibitors will be advised of any such changes.

Rights of Termination
This agreement is subject to termination for cause, upon written notice, without liability to the terminating party, due to acts of God, war, government regulation, terrorism, disaster, strikes, civil disorder, curtailment of transportation facilities, or any other emergency beyond the party's control making it illegal or impossible to provide the facilities to hold the conference. The phrase "without liability," whenever used in this agreement, shall be deemed to include a refund by NAMD of all deposits and payments made within 30 days of the event's final day.

We look forward to your participation and assistance in making the NAMD 2026 Fall Conference an informative and exciting experience for all participants.