



# Bringing Leaders Together..

## To Empower Solutions

Summit Sponsorship and Exhibit Opportunities



DEFENSE LEADERSHIP FORUM



*Bringing Leaders Together... To Empower Solutions*





# 2023 DEFENSE CONTRACTING SUMMITS

## SOUTHWEST DEFENSE CONTRACTING SUMMIT

APRIL 24 - 25, 2023

TUCSON, AZ

Casino Del Sol Conference Center

## NAVY CONTRACTING SUMMIT

JUNE 8 - 9, 2023

VIRGINIA BEACH, VA

Virginia Beach Convention Center

## EUROPEAN DEFENSE & ENERGY SECURITY SUMMIT

SEPTEMBER 2023

EUROPE

## PACIFIC DEFENSE CONTRACTING SUMMIT

OCTOBER 17 - 19, 2023

HAWAII

Waikiki Beach Marriott Resort & Spa

## AIR FORCE CONTRACTING SUMMIT

FEBRUARY 2024

DESTIN - MIRAMAR BEACH, FL

Hilton Sandestin Beach Golf Resort & Spa



Visit [www.usdlf.org](http://www.usdlf.org) to learn more about each event.



## **Why Sponsor or Exhibit?**

*The Defense Leadership Forum has a long history of producing highly-valued defense contracting conferences. Thousands of Congressional, military, government, and business leaders have participated in our annual events.*

*There are a variety of opportunities at our Summits to meet government and military decision-makers and industry professionals.*

*In addition to the General Session presentations, our events feature a VIP Networking Reception, Networking Lunch with Exhibitors, and an invitation-only Leadership Roundtable Discussion.*

*Our Summits also feature matchmaking sessions, which have been highly successful in allowing Small Businesses and Prime Contractors to identify potential alliances and teaming partners.*

***Display your products, services, and technologies to hundreds of business professionals and decision-makers representing a variety of defense specialties.***

**Reach more people.**

Build connections.

Grow your business.

## Participants in our numerous defense events have included:

### Speakers

**LtGen Charles Chiarotti**, Deputy Commandant, Installations and Logistics, U.S. Marine Corps  
**MG Jeffrey Milhorn**, Deputy Commanding General for Military and International Operations, Army Corps of Engineers  
**Delia A. Adams**, Sr Acquisition Executive, Acquisition Directorate, Army Installation Management Command  
**RDML John Adametz**, Commander, NAVFAC Pacific  
**BG Greg Chaney**, Commander, Texas National Guard  
**MG Patrick W. Burden**, Deputy Commanding General for Combat Systems, Army Futures Command  
**Col Paul Porter**, Director of Contracting, 502nd Contracting Squadron, Joint Base San Antonio  
**Dr. David Smith**, Director, Air Force Production and Flight Test Facility Plant 42, Edwards Air Force Base  
**Lt Col Walter McMillan**, Chief, Innovation, US Space Force  
**Brad Chedister**, Chief Technology & Innovation Officer, DEFENSEWERX  
**Katherine Arrington**, Chief Information Security Officer, Office of the Under Secretary of Defense for Acquisition and Sustainment  
**James Balocki**, Deputy Assistant Secretary of the Navy, Installations and Facilities  
**Mark Correll**, Deputy Assistant Secretary of the Air Force for Environment, Safety and Infrastructure  
**Maj John Sidor**, Commander, 1st Special Operations Contracting Squadron, USAF Hurlburt Field  
**Col Kevin "Astro" Murray**, Director - Science & Technology, Marine Corps Warfighting Laboratory  
**Megan Dake**, Director of Contracts, MARCORSYSCOM  
**Brad Crosby**, CCO Norfolk Naval Shipyard, NAVSEA  
**CDR Jackie B. Hurse**, Chief of the Contracting Office, Mid-Atlantic Regional Maintenance Center  
**CAPT Thomas Neville**, Commander, Defense Logistics Agency/Distribution Norfolk  
**RADM Mark R. Whitney**, Director, Fleet Maintenance, US Fleet Forces Command  
 and many more

### Military Commands & Bases

Air Force Armament Directorate  
 Air Force Nuclear Weapons Center  
 Air Force Research Laboratory  
 Edwards AFB  
 Vandenberg AFB  
 Fleet Forces Command  
 NAVFAC  
 NAVSUP  
 NAVAIR  
 NAVSEA  
 Norfolk Naval Base  
 MARCORSYSCOM  
 Army Installation Management Command  
 U.S. Army Corps of Engineers  
 Joint Base San Antonio  
 Red River Army Depot  
 U.S. Space Force  
 and more

### Government Agencies

Defense Logistics Agency  
 Defense Health Agency  
 Defense Advanced Research Projects Agency  
 U.S. Small Business Administration  
 U.S. General Services Administration  
 Procurement Technical Assistance Centers  
 NASA SEWP  
 and more

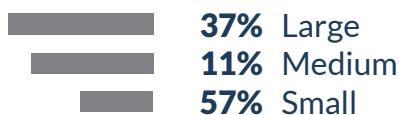
### Industry

<p> <b>3M</b>  <b>ADS, Inc.</b>  <b>AECOM</b>  <b>American States Utility Services</b>  <b>ARMA Global GDIT</b>  <b>Bank of America</b>  <b>Bechtel</b>  <b>Boeing</b>  <b>Booz Allen Hamilton</b>  <b>CACI</b>  <b>CGI Federal</b>  <b>Chenega Corporation</b>  <b>ComplyUp</b>  <b>CPI Aero</b>  <b>Doosan Bobcat</b>  <b>Eaton Corporation</b>  <b>EBI Consulting</b>  <b>Edex Machining, LLC</b>  <b>Enerpac</b>  <b>Fluor Corp</b>  <b>Gordian</b>  <b>Gulf Power</b>  <b>Harris</b> </p>	<p> <b>HDR</b>  <b>Honeywell</b>  <b>HP</b>  <b>IBM</b>  <b>IMSM</b>  <b>InDyne, Inc.</b>  <b>Jacobs Engineering</b>  <b>Johnson Controls</b>  <b>KBR</b>  <b>Konica Minolta</b>  <b>L-3 Communications</b>  <b>Leonardo DRS</b>  <b>Lockheed Martin</b>  <b>Louis Berger Group</b>  <b>Mohawk Valley Materials</b>  <b>Northrop Grumman</b>  <b>Parsons</b>  <b>Projects Unlimited</b>  <b>PwC</b>  <b>Schneider Electric</b>  <b>Siemens</b>  <b>West-Mark</b>          and many others       </p>
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## Industries Represented

Aerospace/Avionics  
 AI & Machine Learning  
 Agriculture/Food  
 Armaments  
 Banking/Finance  
 Building/Construction  
 Cybersecurity  
 Education/Training  
 Electronics & Microsystems  
 Energy & Sustainability  
 Engineering  
 Environmental  
 Health/Medical/Biotech  
 Hospitality  
 Manufacturing  
 Mining  
 Technology  
 Transportation  
 Shipbuilding  
 Other

## Business Size



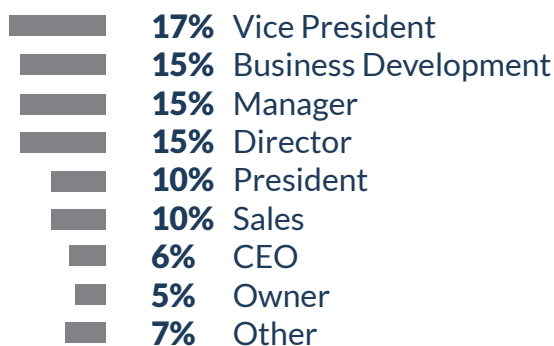
## Speaker Type



## Attendee Type



## Industry Attendee Role



## Past Event

### Attendee Count

Including in-person and virtual participants

- 700+** Air Force Contracting Summit
- 500+** Navy Contracting Summit
- 300+** Southwest Defense Contracting Summit
- 300+** Pacific Defense Contracting Summit
- 250+** MILCON Contracting Summit





## Bringing Leaders Together... To Empower Solutions.

**“Even today we set up a JV to execute a project on a military base, and we're looking for many more to come. It's been a great opportunity for us to build relationships through the Defense Leadership Forum network.”**

*Matthew Garry, President & CEO, RapidBuilt, Summit Sponsor*

***“We were able to address fundamentally the need for both communities, that is the public sector community and the private sector community to come together, to partner, to collaborate. to operate based on trust. It was a very worthwhile session.”***

*General Norton Schwartz, 19th Chief of Staff of the Air Force  
Air Force Contracting Summit, Keynote Speaker*

***“The event was truly great and a success.”***

*André J. Gudger, Former Deputy Assistant Secretary of Defense  
Air Force Contracting Summit, Keynote Speaker*

***“The Summit offered a great opportunity for small businesses to learn more about contracting and sub-contracting with the Defense Department.”***

*Debbie Brown, Deputy District Director, North Florida District  
U.S. Small Business Administration*

# TOP SPONSORSHIP OPPORTUNITIES

## DIAMOND

**Only 1 Spot per Event**

- 2-Day Summits: \$15,000 with Large Exhibit
- 3-Day Summits (Pacific): \$17,000 - \$18,000 with Exhibit
  - Special Strategy Sessions with DLF Team
  - Promotional e-Advisory featuring your defense solutions
  - All benefits listed in Titanium package below
  - Plus additional benefits - Inquire for more information.



## TITANIUM

- 2-Day Summits: \$10,500 - \$11,500 with Large Exhibit or \$9,500 without Exhibit
- 3-Day Summits (Pacific): \$12,000 - \$14,000 with Exhibit / \$10,000 without Exhibit

- Invitation to provide 15-Min Speaking Presentation
- 5 Passes including access to General Sessions\*
- Corporate Marketing Material Provided to Participants
- Invitation to host a Matchmaking Session/Virtual Meet
- Recognition in Summit Materials and Website
- Photos of Your Participation in the Summit
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details.

**2 Spots per Event**

*1 Spot Remaining for all 2023 Events*



## PLATINUM

- 2-Day Summits: \$8,000 - \$9,000 with Large Exhibit or \$7,500 without Exhibit
- 3-Day Summits (Pacific): \$8,500 - \$9,000 with Exhibit / \$8,000 without Exhibit

- Invitation to provide 10-Min Speaking Presentation (Inquire for Availability)
- 4 Passes including access to General Sessions\*
- Invitation to host a Matchmaking Session/Virtual Meet
- Corporate Marketing Material Provided to Participants
- Recognition in Summit Materials and Website
- Photos of Your Participation in the Summit
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details.

**3 Spots per Event**

*2 Spots Remaining for all 2023 Events*



## GOLD

- 2-Day Summits: \$6,000 - \$6,900 with Large Exhibit / \$5,500 without Exhibit
- 3-Day Summits (Pacific): \$7,000 - \$7,900 with Exhibit / \$6,000 without Exhibit

- Invitation to provide a 5-Min Speaking Presentation
- Invitation to host a Matchmaking Session/Virtual Meet
- 3 Passes including access to General Sessions\*
- Recognition in Summit Materials and Website
- Photos of Your Participation in the Summit
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details

**4 Spots per Event**

*3 Spots Remaining for all 2023 Events*



\* Please note that each sponsorship package includes a different quantity of attendee passes. You may purchase additional passes for a reduced rate -- see details on Page 8.

*Let us take your event experience to the next level!*

*Email us to set up a call with our team today.*

## ADDITIONAL SPONSORSHIP OPPORTUNITIES

### SUMMIT LUNCH

Only 1 Spot per Event

2-Day Summits: \$7,000 - \$7,900 with Large Exhibit or \$6,000 - \$6,500 without Exhibit

3-Day Summits (Pacific): \$8,000 with Large Exhibit or \$6,500 without Exhibit

- Invitation to host a Matchmaking Session / Virtual Meet
- Opportunity to provide brief remarks before the Lunch Break on Day 1
- 3 Passes including access to General Sessions\*
- Recognition in Summit Materials
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details



### VIP NETWORKING RECEPTION

3 Spots per Event

2-Day Summits: \$5,500 - \$5,900 with Large Exhibit or \$4,500 - \$4,900 without Exhibit

3-Day Summits (Pacific): \$6,000 with Large Exhibit or \$4,500 without Exhibit

- Invitation to host a Matchmaking Session/Virtual Meet
- Opportunity to provide brief remarks at the Reception
- 2 Passes including access to General Sessions\*
- Recognition in Summit Materials
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details



### CONTRIBUTING

5 Spots per Event

2-Day Summits: \$2,900 - \$3,100 with Standard Exhibit or \$2,000 without Exhibit

3-Day Summits (Pacific): \$3,700 with Standard Exhibit or \$2,700 without Exhibit

- Invitation to host a Matchmaking Session/Virtual Meet
- Invitation to provide brief remarks during the Sponsor Capability Briefing panel
- 2 Passes including access to General Sessions\*
- Recognition in Summit Materials
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details

### SMALL BUSINESS SPONSORSHIP

2-Day Summits: \$1,995 with Exhibit or \$1,495 without Exhibit

3-Day Summits (Pacific): \$2,995 with Exhibit or \$1,995 without Exhibit

- Opportunity to distribute promotional literature near Registration Area
- 2 Passes including access to General Sessions\*
- Recognition in Summit Materials
- Digital Copies of Summit Presentations & Materials
- Access to Lunch & VIP Reception
- Virtual Access to the Summit via the Event App
- And more - Inquire for additional details

### ADDITIONAL SPONSOR ATTENDEE PASSES

2-Day Summits: \$395 - \$595 includes VIP Reception Access

3-Day Summits (Pacific): \$495 - \$695 includes VIP Reception Access

\* Please note that each sponsorship package includes a different quantity of attendee passes. You may purchase additional passes for a reduced rate -- see details above.

#### Opting for In-Person Attendance:

We welcome you and are eager to offer you real-life shared experiences and human connection in a modified environment with safety protocols in place:

- Proof of COVID vaccination is encouraged, but not required to attend the event.
- Wearing masks and face coverings is highly encouraged in the meeting space and all public places of the hotel.
- Food/Beverages at the Summit will be served by an attendant or as individually packaged/portioned items.
- Meeting room capacity for each event may be capped with a reduced max. occupancy. We will be following guidelines set by each event venue in accordance with the guidelines set for by each city/county/state in which each event is being held.
- Seating in the meeting rooms will be modified to align with physical distancing protocols: extra distance will be placed between exhibitor tables, and maintained between attendees inside the ballroom.
- By registering for this event as an In-Person participant, you agree that risk of exposure to viruses, including COVID-19, exists in any public place, therefore, you voluntarily assume any risks associated to exposure to COVID-19.
- If you or someone in your household feels sick, please refrain from traveling to the event and convert your registration to virtual-only.

CONTACT US at [Marketing@defenseleadershipforum.org](mailto:Marketing@defenseleadershipforum.org) to set up a call to discuss which package will work best for your company!



## IN-PERSON EXHIBIT PACKAGES

### STANDARD EXHIBIT PACKAGE

2-Day Summits: \$1,700 - \$2,200 *(Inquire for current rate)*

3-Day Summits (Pacific): \$2,700 - \$3,000 *(Inquire for current rate)*

- Exhibit Table Top with (1) table and chairs
- Space up to 8ft wide for approved display items
- Recognition in Summit Materials
- Digital Copies of all Summit Presentations
- 2 Passes with Access to General Sessions, Networking Lunch & VIP Reception
- Virtual Access to the Summit via the Event App

### LARGE EXHIBIT PACKAGE

Inquire about availability of an early-rate discount

2-Day Summits: \$2,400 - \$2,700 *(Inquire for current rate)*

3-Day Summits (Pacific): \$3,300 - \$3,600 *(Inquire for current rate)*

- Exhibit Table Top with (1) table and chairs
- Space up to 10ft wide for approved display items
- Recognition in Summit Materials
- Digital Copies of all Summit Presentations
- 2 Passes with Access to General Sessions, Networking Lunch & VIP Reception
- Virtual Access to the Summit via the Event App

### ADDITIONAL EXHIBITOR ATTENDEE PASSES

2-Day Summits: \$395 - \$495 includes VIP Reception Access

3-Day Summits (Pacific): \$495 - \$596 includes VIP Reception Access

### IN-PERSON EXHIBIT DETAILS:

Exhibitor Areas vary per event and may include space inside the General Session room, pre-function and registration areas, or a separate Exhibit Hall. Inquire for more details per event. No carpeting or pipe & drape needed. This includes table-top exhibit space only. A table and chairs will be provided. Standard Exhibit includes space up to 8ft wide for display items. The use of up to (2) Pop-Up Banners or a backdrop is permitted with a Standard Exhibit space not to exceed the allotted 8ft width. Large Exhibit includes space up to 10ft wide for display items and a backdrop display up to 10ft wide max. Other display items must be cleared with the event staff prior to registration. Electrical service and other ancillary items such as internet connections are not included in exhibit registration. Complete exhibit details will be available for download on each event page on our website at least 30 days prior to the event.

## IN-PERSON ATTENDEE PASS OPTIONS

### BUSINESS ATTENDEE PASS

- Early Rate Pricing is available, visit our website for the current rates.

Does not include VIP Reception Access

2-Day Summits: \$695 to \$1,095

3-Day Summits (Pacific): \$895 to \$1,195

### VIP BUSINESS ATTENDEE PASS

- Early Rate Pricing is available, visit our website for the current rates.

Includes VIP Reception Access

2-Day Summits: \$895 to \$1,195

3-Day Summits (Pacific): \$995 to \$1,295

## ADDITIONAL BRANDING ADD-ON OPTIONS

Add to any Sponsor/Exhibit Package:

- Lanyard Sponsorship - *Inquire for pricing and availability*
- Promotional Video aired during the live summit - *Inquire for pricing and availability*



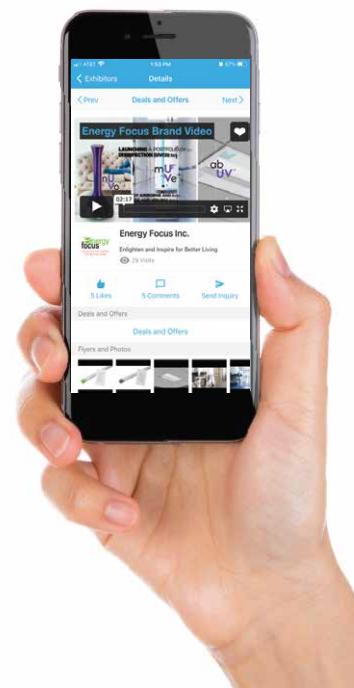
# VIRTUAL PARTICIPATION

## VIRTUAL ATTENDEE PASS

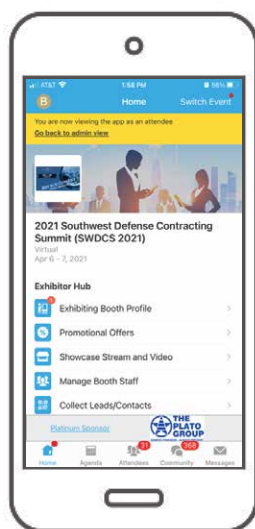
AFCS, SWDCS, NCS, MILCON: \$195 Early-Rate (\$295 Full Price)

PDCS: \$295 Early-Rate (\$495 Full Price)

- Online Live Access to all Speaker Presentations and Access to Presentation Slides
- Ability to set up a Personal Attendee Profile via the Event App
- Connect and set up Virtual Meets or Chat with In-Person and Virtual Attendees
- Opportunity to Send Questions for Speakers in Advance of the Summit
- Access to all Summit Presentations, Materials, and Attendee Profiles
- Access to the event App for 3 Months after the Summit Concludes
- Access to the event app helpdesk support
- Access to event week special offers



**Access to the Virtual App is available to all In-Person and Virtual Attendees!**



### Opting for Virtual Attendance:

We welcome you and look forward to exploring and experiencing together the new virtual ways of doing business:

- Download and test the event app and set up your networking profile a week prior to the event and enjoy the flexibility of accessing the Agenda, Attendee profiles, and other Summit information. Make business connections from the comfort of your home/office.
- Be advised that any socially and professionally inappropriate comments in the Q&A or Community Connect sections will be immediately removed by the DLF event team.
- Be patient and understanding in case any technical glitches occur.
- Actively participate in Q&A's and polls.
- Actively utilize the app's connectivity feature to request and set up virtual appointments with other attendees.
- Access to all presentations and attendee profiles will be available for viewing for the 3 months following the Summit.

**Connect with other Attendees and manage your Virtual Attendee profile through the Event App!**





Register Online at [www.usdlf.org](http://www.usdlf.org)  
or email us for more information  
[marketing@defenseleadershipforum.org](mailto:marketing@defenseleadershipforum.org)

## Defense Leadership Forum

### ABOUT US

The Defense Leadership Forum is a public service organization bringing together Congressional leaders, Pentagon officials, military base commanders, and business representatives to identify the best solutions to defend the United States.

We organize educational forums in the Washington, DC area and throughout the country. Our highly regarded conferences provide the latest information on Defense Department budgets; the mission and contracting priorities of the U.S. Navy, U.S. Army, U.S. Air Force, and U.S. Marine Corps; the mission and contracting priorities of specific military commands and military bases; and details on specific new military contracts in all areas of procurement, including ships, aircraft, tanks, missiles, ammunition, vehicles, electronics systems, communications systems, information systems, energy, intelligence, cyber security, military construction, facilities, military family housing, health, infrastructure modernization, and more.

The Summit organizers have brought together more than 100,000 government, military, and business leaders to identify solutions to enhance the defense and security of the United States. More than 1,000 speakers have participated.

### HYBRID EVENT FORMAT

**Bringing leaders together** is more than a phrase, it is our motto.

At the **Defense Leadership Forum**, we strive to bring military, government, and business leaders together with one simple goal — *to provide the opportunity to build connections* — leading to shared resources, partnering, and information exchanges regarding contracting opportunities. Our team has been working tirelessly to redesign our events to feature both in-person and virtual participation options. We look forward to continuing our mission of connecting the business leaders and decision-makers we serve in the defense industry via our new hybrid event format.

### MATCHMAKING MEETS

(IN-PERSON AND/OR VIRTUAL)

Matchmaking Meets are an opportunity to participate in meetings with representatives from various government agencies, contracting services, prime contractors, and industry professionals -- with the purpose to facilitate targeted information exchange and match needs with resources and solutions.



### SOCIAL MEDIA

Be a part of the buzz year round! Make sure to follow us to stay updated and connect with others.

