

2025 SUMMIT PROSPECTUS

Sponsorship and Exhibit Opportunities

NETWORKING ★ RESOURCES ★ MATCHMAKING ★ COLLABORATION



Upcoming Event Schedule

- **DEFENSE OUTLOOK SUMMIT** January 23 – 24, 2025
Washington, DC
- **AIR FORCE CONTRACTING SUMMIT** April 14 – 15, 2025
Orlando, FL
- **AMERICAN SMALL BUSINESS CONTRACTING SUMMIT** July 22 – 23, 2025
Chantilly, VA
- **U.S. COAST GUARD CONTRACTING SUMMIT** October 27, 2025
Washington, DC
- **NAVY CONTRACTING SUMMIT** October 28 – 29, 2025
Washington, DC
- **2026 DEFENSE OUTLOOK BRIEFING** January 2026
Washington, DC

Reach more people.
Build connections.
Grow your business.





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 more.

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.

Top Sponsorship Opportunities

Diamond Sponsorship

\$15,000

Exclusive Package – Only 1 Spot per Event

As the premier and only Diamond Sponsor, your organization will receive unparalleled visibility, influence, and access throughout the summit. This exclusive opportunity includes top-tier exposure, strategic engagement with leadership, and premium brand placement.

Benefits Include:

- Exclusive sponsorship (only one spot available at this level per event)
- Strategic sessions with DLF leadership
- Featured marketing email sent to all summit attendees
- Company logo on official summit name badges
- 15-minute speaking opportunity during the summit
- 5 full-access summit passes
- Prime placement for a standard or large tabletop exhibit
- Opportunity to host a matchmaking session
- Distribution of corporate marketing materials to participants
- Recognition in summit materials and on the official event website
- Access to networking meals and VIP reception
- Professional photos and video clips of your summit participation
- Post-event access to summit material

+ Diamond Add-On Opportunities

- | | |
|---|----------|
| • Additional VIP attendee passes | \$450 |
| • Increased Stand-Alone Speaking Time, 30-minutes | \$1,000 |
| • Host a 45- to 60-minute featured panel session, replacing the stand-alone presentation opportunity | \$2,500 |
| • Break-Out Session Room or Private Meeting Space (inquire) | \$3,000+ |
| • Standalone Presentation Video: A professionally produced standalone video of your general session presentation. | \$3,000 |
| • Company Profile Spotlight Video: A professionally produced one-on-one interview of a representative from your team, featuring footage from your exhibit space and highlights from your participation, if applicable. | \$2,000 |



Top Sponsorship Opportunities

Titanium Sponsorship

\$12,000

As a Titanium Sponsor, your organization will enjoy premium exposure and direct engagement opportunities with summit attendees and leadership. With only two available spots, this high-impact sponsorship level ensures strong brand visibility and meaningful participation throughout the event.

Benefits Include:

- 15-minute speaking opportunity during the summit
- 5 full-access summit passes, including general sessions
- Prime placement for standard or large tabletop exhibit space
- Opportunity to host a matchmaking session
- Distribution of corporate marketing materials to participants
- Recognition in summit materials and on the official website
- Access to networking meals and VIP reception
- Professional photos and video clips of your summit participation
- Post-event access to all summit materials

+ Titanium Add-On Opportunities

- Additional VIP attendee passes \$450
- Increased Stand-Alone Speaking Time to 30-minutes \$1,500
- Host a 45- to 60-minute featured panel session, replacing \$3,000
the stand-alone presentation opportunity
- Break-Out Session Room or Private Meeting Space (inquire) \$3,000+
- Featured marketing email (sent to all summit attendees) \$1,500
- Standalone Presentation Video: A professionally produced \$3,000
standalone video of your general session presentation.
- Company Profile Spotlight Video: A professionally produced \$2,000
one-on-one interview of a representative from your team,
featuring footage from your exhibit space and highlights
from your participation, if applicable.

Select 2 or more add-ons and receive a bundle discount



Top Sponsorship Opportunities

Platinum Sponsorship

\$9,000

As a Platinum Sponsor, your organization will receive significant visibility and high-level access throughout the summit. This sponsorship level ensures prominent brand placement, opportunities for direct engagement with key participants, and enhanced networking exposure.

Benefits Include:

- 4 Full-Access Summit Passes, including access to General Sessions
- Prime Placement for standard tabletop exhibit space
- Matchmaking Session Hosting opportunity
- Corporate Marketing Materials distributed to participants
- Recognition in summit materials and on the official website
- Access to Networking Meals and VIP reception
- Photos and Video Clips of your participation in the summit
- Post-Event Access to summit materials

+ Platinum Add-On Opportunities

- Additional VIP attendee passes \$450
- Add Stand-Alone Speaking Time, 10-minutes \$1,500
- Break-Out Session Room or Private Meeting Space (inquire) \$3,000+
- Featured marketing email (sent to all summit attendees) \$1,500
- Standalone Presentation Video: A professionally produced \$3,000
standalone video of your general session presentation.
- Company Profile Spotlight Video: A professionally produced \$2,000
one-on-one interview of a representative from your team,
featuring footage from your exhibit space and highlights
from your participation, if applicable.

Select 2 or more add-ons and receive a bundle discount



Top Sponsorship Opportunities

Gold Sponsorship

\$7,000

As a Gold Sponsor, your organization will enjoy a prominent presence at the summit, with strong visibility and direct access to key participants. This sponsorship level offers excellent opportunities for engagement, networking, and brand recognition.

Benefits Include:

- 3 Full-Access Summit Passes, including access to General Sessions
- Prime Placement for standard tabletop exhibit space
- Matchmaking Session Hosting opportunity
- Corporate Marketing Materials distributed to participants
- Recognition in summit materials and on the official website
- Access to Networking Meals and VIP reception
- Photos of your participation in the summit
- Post-Event Access to summit materials

+ Gold Add-On Opportunities

- Additional VIP attendee passes \$450
- Add Stand-Alone Speaking Time, 5-minutes \$1,000
- Break-Out Session Room or Private Meeting Space (inquire) \$3,000+
- Featured marketing email (sent to all summit attendees) \$1,500
- Standalone Presentation Video: A professionally produced \$3,000
standalone video of your general session presentation.
- Company Profile Spotlight Video: A professionally produced \$2,000
one-on-one interview of a representative from your team,
featuring footage from your exhibit space and highlights
from your participation, if applicable.



Top Sponsorship Opportunities

Registration Sponsorship \$6,500

As the exclusive Registration Sponsor – reserved for only one company – your brand receives prominent visibility from the very start of the Summit. This premium package includes high-impact branding, prime exhibit placement, and extensive recognition

Benefits Include:

- Two full-conference passes, including access to General Sessions
- Premium table-top exhibit space in a prime location
- Company logo featured on official Summit lanyards
- Recognition in Summit materials and on the event website
- Access to all networking meals and the VIP reception
- Professional photos of your company's participation at the Summit
- Post-event access to Summit presentations and materials

+ Registration Sponsor Add-On Opportunities

- Additional VIP attendee passes \$450
- Add Stand-Alone Speaking Time, 5-minutes \$1,000
- Break-Out Session Room or Private Meeting Space (inquire) \$3,000+
- Featured marketing email (sent to all summit attendees) \$1,500
- Standalone Presentation Video: A professionally produced \$3,000
standalone video of your general session presentation.
- Company Profile Spotlight Video: A professionally produced \$2,000
one-on-one interview of a representative from your team,
featuring footage from your exhibit space and highlights
from your participation, if applicable.



Top Sponsorship Opportunities

VIP Reception Sponsorship \$6,000

As the exclusive sponsor of the VIP Reception, your company will be showcased during an intimate, high-profile networking event, offering direct access to top-tier attendees and key decision-makers in a relaxed and engaging setting.

Benefits Include:

- Two VIP passes, granting access to the VIP Reception and General Sessions
- Premium table-top exhibit space in a prime location
- Opportunity to provide brief opening remarks at the VIP Reception
- Recognition in Summit materials and on the event website
- Access to all networking meals and sessions throughout the Summit
- Professional photos of your company's participation at the VIP Reception
- Post-event access to Summit materials and presentations

+ Reception Sponsor Add-On Opportunities

- Additional VIP attendee passes \$450
- Add Stand-Alone Speaking Time, 5-minutes \$1,000
- Break-Out Session Room or Private Meeting Space (inquire) \$3,000+
- Featured marketing email (sent to all summit attendees) \$1,500
- Standalone Presentation Video: A professionally produced \$3,000
standalone video of your general session presentation.
- Company Profile Spotlight Video: A professionally produced \$2,000
one-on-one interview of a representative from your team,
featuring footage from your exhibit space and highlights
from your participation, if applicable.



Top Sponsorship Opportunities

Lunch Sponsorship

\$5,500

As the exclusive Lunch Sponsor—available to only one company—you will enjoy unparalleled visibility and recognition during a key moment of the Summit. This premium sponsorship offers direct engagement with attendees while providing the opportunity to make a memorable impression through brand placement and the chance to speak during the event.

Benefits Include:

- Two full-conference passes, including access to General Sessions
- Premium table-top exhibit space in a prime location
- Opportunity to provide brief remarks prior to lunch on Day 1
- Recognition in Summit materials and on the event website
- Access to all networking meals and the VIP reception
- Professional photos of your company's participation at the Summit
- Post-event access to Summit materials and presentations

+ Lunch Sponsor Add-On Opportunities

- Additional VIP attendee passes \$450
- Add Stand-Alone Speaking Time, 10-minutes \$1,500
- Break-Out Session Room or Private Meeting Space (inquire) \$3,000+
- Featured marketing email (sent to all summit attendees) \$1,500
- Standalone Presentation Video: A professionally produced \$3,000
standalone video of your general session presentation.
- Company Profile Spotlight Video: A professionally produced \$2,000
one-on-one interview of a representative from your team,
featuring footage from your exhibit space and highlights
from your participation, if applicable.



Additional Sponsorship & Exhibit Opportunities

➤ Contributing Sponsorship \$3,000

- Two full-conference passes, including access to General Sessions
- Standard table-top exhibit space in a prime location
- Recognition in Summit materials and on the event website
- Access to all networking meals and the VIP reception
- Post-event access to Summit materials and presentations
- Opportunity to add additional passes for \$450 per pass

➤ Small Business Sponsorship \$2,000

- Two full-conference passes, including access to General Sessions
- Standard table-top exhibit space
- Recognition in Summit materials and on the event website
- Access to all networking meals and the VIP reception
- Post-event access to Summit materials and presentations
- Opportunity to add additional passes for \$450 per pass

➤ Standard Exhibit Package \$1,500+

- One or Two full-conference passes, including access to General Sessions
- Standard table-top exhibit space (8ft wide space)
- Access to all networking meals and the VIP reception
- Post-event access to Summit materials and presentations
- Opportunity to add additional passes for \$450 per pass

➤ Large Exhibit Package \$2,000+

- Two full-conference passes, including access to General Sessions
- Large table-top exhibit space (10ft wide space)
- Access to all networking meals and the VIP reception
- Post-event access to Summit materials and presentations
- Opportunity to add additional passes for \$450 per pass

➤ Add-On Opportunities

- Additional VIP attendee passes \$450
- Company Profile Spotlight Video: A professionally produced \$3,000
one-on-one interview of a representative from your team,
featuring footage from your exhibit space and highlights
from your participation, if applicable.

Bringing Leaders Together... To Empower Solutions.



"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, Keynote Speaker

"We've been able to see some friendly faces year after year we've been able to strategically partner with and we use this conference to meet and greet new potential partners and strategize solutions."

Leandra Cain, Hurricane Aerospace Solutions, Sponsor & Exhibitor

"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, RapidBuilt, Sponsor & Exhibitor

"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

"As a public servant, I support the DoD in the federal procurement space. I have attended Defense Leadership Forum Summits in recent years across multiple topics of focus and they continue to gather the great minds and valued contributors in American Federal Procurement. The network that continues to be built with the support of DLF is in the forefront of collaborative exchange and partnering for valued outcomes."

Javier Piquero, Senior National Account Manager
Air and Space Force

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

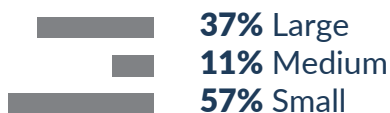
Industry

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

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
 Technology
 Transportation
 Shipbuilding
 Other

Business Size



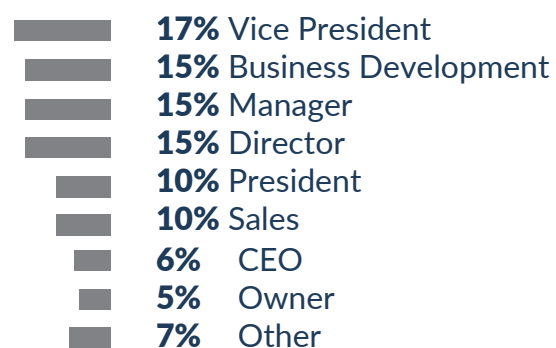
Speaker Type



Attendee Type



Industry Attendee Role



Past Event Attendee Counts

Including in-person and virtual participants

700+ Air Force Contracting Summit
 500+ Navy Contracting Summit
 300+ Southwest Defense Contracting Summit
 400+ Pacific Defense Contracting Summit
 300+ American Small Business Contracting Summit
 250+ Special One-Time Events & Briefings



Hear more from others on what they have to say about our events...

"I had a good time here at the conference. I just spoke on a panel about how small businesses can connect with large primes, I think it's a very valuable experience and I encourage everyone to come out."

- Matt Noordoff, Parsons, Supplier Diversity Office

"The Defense Leadership Forum conferences never disappoint. Their conferences offer informative sessions from Federal Government attendees as well as Industry partners. It's a great opportunity for small businesses to hear about what's going on in the federal government."

- Tyler Brooks-Craft, CGI Federal

This was a perfect event for networking and learning as a small business in the government contracting world. Well-run, great speakers, highly-relevant topics, and great attendees. Can't wait to bring my team to more of these events.

- Matt Hawkins, Founder, Aerospace Engineer & PM

This organization provides small businesses the best opportunity to meet with Agencies and Prime contractors in an intimate setting where they can have unlimited access to discuss opportunities and ways to make their businesses successful. I have been a speaker over the past few years advocating for small businesses and love interacting with such stellar small businesses.

- Rita Brooks, Director, SAIC

Bringing Leaders Together... To Empower Solutions.



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 250,000 government, military, and business leaders to identify solutions to enhance the defense and security of the United States. More than 1,500 speakers have participated.

OUR 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 forums include the latest information on the defense budget; new contracting opportunities with the Air Force, Army, Navy, and Marine Corps; new contracting opportunities in high-tech areas, especially AI and Cyber; and new contracting opportunities in the critical U.S. Indo-Pacific Theater. Join us for powerful general sessions with key leaders, matchmaking sessions with military officials and industry executives, cutting-edge exhibits, effective networking, and opportunities for post-event follow-up.

MATCHMAKING SESSIONS

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



DLF SOCIAL MEDIA

Be a part of the buzz year round! Make sure to follow us to stay updated and connect with others.
Connect with us on LinkedIn, Instagram, Facebook, & YouTube.