



Bringing Leaders Together.. To Empower Solutions

Summit Sponsorship and Exhibit Opportunities



DEFENSE LEADERSHIP FORUM



Bringing Leaders Together... To Empower Solutions





2023 DEFENSE CONTRACTING SUMMITS

AIR FORCE CONTRACTING SUMMIT

FEBRUARY 7 - 8, 2023

DESTIN - MIRAMAR BEACH, FL
Hilton Sandestin Beach Golf Resort & Spa

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



Visit 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

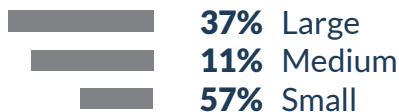
Industry

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



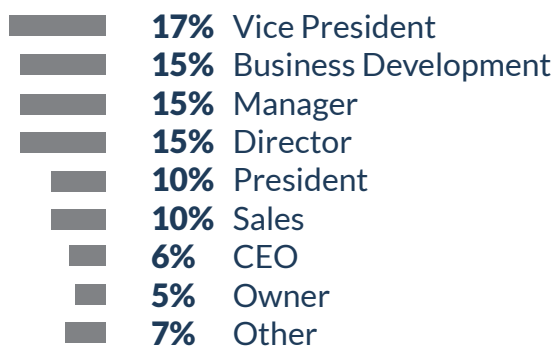
Speaker Type



Attendee Type



Industry Attendee Role



Past Event

Attendee Count

Including in-person and virtual participants





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

- 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.

**Only 1 Spot per Event
SOLD OUT for AFCS23**



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
SOLD OUT for AFCS23
1 Spot Remaining for all
other 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
1 Spot Open for AFCS23**



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
2 Spots Open for AFCS23**



* 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 - \$2,400 with Exhibit or \$1,495 - \$1,695 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 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: \$1,900 - \$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: \$795 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*



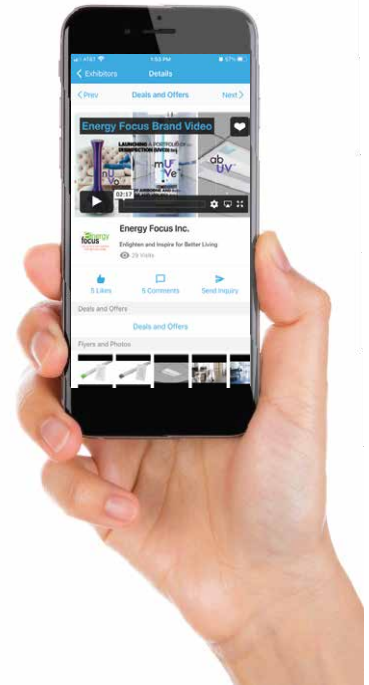
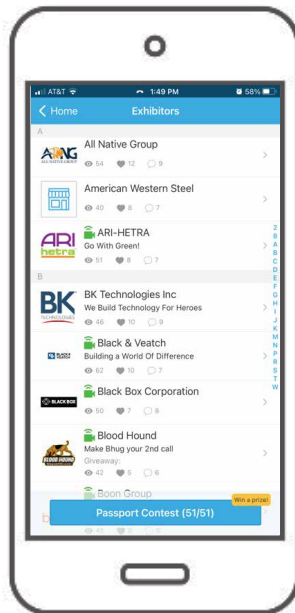
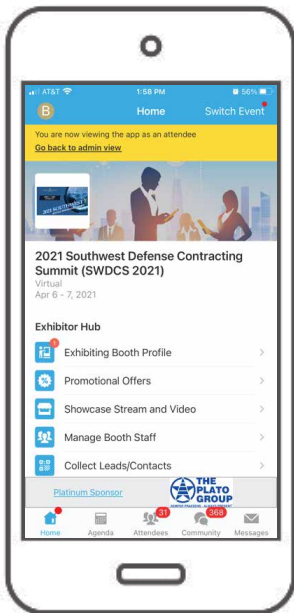
VIRTUAL PARTICIPATION

VIRTUAL ATTENDEE PASS

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

PDCS: \$395 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

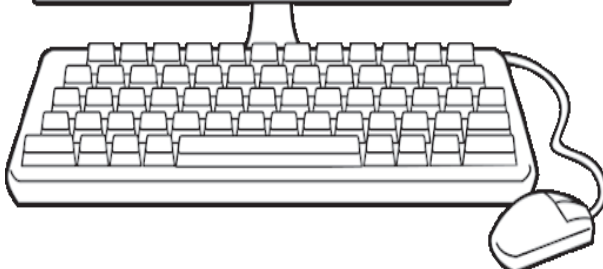
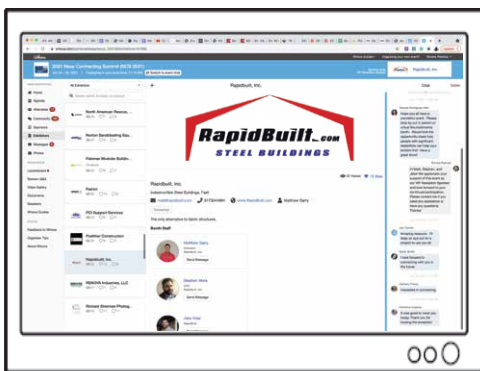


Opting for Virtual Attendance:

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.

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



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





Register Online at www.usdlf.org
or email us for more information
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.

