

2025



SPONSORSHIP PACKET



NVSBC IS YOUR MARKETING VOICE TO THE GOVCON INDUSTRY!

NVSBC events are attended by:

- Service-Disabled Veteran Owned Small Businesses (SDVOSB)
- Veteran Owned Small Businesses (VOSB)
- Large Primes
- Federal Agencies
- Service Providers
- And More!

If your business operates within the federal marketplace, then an NVSBC sponsorship can help you reach a targeted audience actively pursuing growth and business excellence.

All of our sponsorship packages are designed for high-impact visibility, offering a range of both standard and customized options.

NEED A BUNDLED OR CUSTOMIZED SPONSORSHIP PACKAGE?

We can do that too!

DOES IT WORK?

- Digital promotion within our 54,000+ GovCon ecosystem averages open rates of 39%
- Our signature VETS Conference has more than tripled over the past 3 years to become the nation's largest GovCon SDVOSB & VOSB event
- Visibility of NVSBC has expanded with our growth – now serving 10,000+ GovCon professionals through our programs annually

SPONSORSHIP QUICK LINKS

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FOR ANY SPONSORSHIP QUESTIONS, PLEASE CONTACT:

Adelaide Kahn
Development Director
adelaide.kahn@nvsbc.org

VETERAN ACCESS TO CAPITAL SYMPOSIUM

Fueling Military GovCon Professionals at all Stages of their Business Growth with Affordable, Accessible Capital

Given the significant importance of capital to the success of any business, NVSBC has created an annual symposium to facilitate an understanding of the strategies and processes for obtaining and leveraging business capital.



EARLY, GROWTH,
& MATURE STAGE
BUSINESSES



FINANCE
SUBJECT MATTER
EXPERTS



PARTICIPANTS
PAY TO
ATTEND



APPROXIMATELY
300+ ATTENDEES



ON-SITE
& ONLINE
ATTENDEES



VIEW PROSPECTUS
FOR THIS EVENT

VETS CONFERENCE

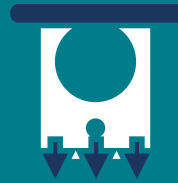
The Nation's Leading Veteran Training, Networking, and Advocacy Event for Federal Contractors

NVSBC's premier, annual GovCon event is focused entirely on business growth and development. The largest conference of its kind in the nation, VETS25 is attended by veteran business owners and their executives, large prime contractors, and senior-level representatives from many of the Agencies who purchase services from our veterans. Structured as a multi-day, conference site event, we have seen growth triple over the past few years.

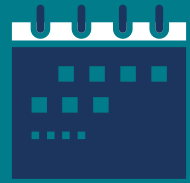
TO BECOME A SPONSOR OF THE VETS CONFERENCE, CONTACT: VETS@NVSBC.org



**BUSINESS OWNERS,
EXECUTIVE LEADERS,
SALES TEAMS,
SERVICE PROVIDERS**



**SELL-OUT EVENT,
2,500+ ATTENDEES**



**4-DAY
CONFERENCE IN
ORLANDO, FL**



**EVENT
SATISFACTION
SCORES OF 4.8/5.0**



**DAILY & CONFERENCE
SPONSORSHIP
OPPORTUNITIES**



**VIEW PROSPECTUS
FOR THIS EVENT**

CHARITY GOLF TOURNAMENT

The Charity Golf Tournament that Supports Veteran Small Businesses in the Federal Marketplace

Traditionally held at the Army Navy Club in Arlington, VA, this annual charity event is a perennial sell-out, attracting golfers who represent businesses and agencies across the GovCon industry. The event includes snacks, meals, and prizes along with significant networking opportunities for its participants. Proceeds from the Charity Golf Tournament directly benefit the NVSBC Education Foundation, a 501(c)3 non-profit organization.




**SOLD-OUT
3 YEARS
RUNNING**



**150+ ATTENDEES
36 TEAMS**



**BUSINESS
OWNERS
& EXECUTIVES**



**MULTIPLE
SPONSORSHIP
LEVELS**



**ENGAGEMENT
LUNCH**



**VIEW PROSPECTUS
FOR THIS EVENT**

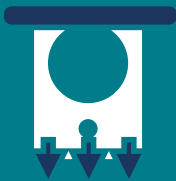
AWARDS GALA

Recognizing Federal Agencies and GovCon Primes that Fuel Veteran Small Business in America

Now in its 11th year, the Awards Gala is the only annual event of its kind recognizing Federal Agencies and GovCon Primes that excel in their support of Veteran small businesses. A formal evening event hosted in the DC metropolitan area, the event attracts top Agency officials and business CEOs from the GovCon sector as well as hundreds of Veteran small business owners and their teams.



FEDERAL AGENCIES,
PRIMES, & BUSINESS
OWNERS




SOLD-OUT
EVENT
IN 2024



DMV
VENUE
LOCATION



11TH
CONSECUTIVE
YEAR



MULTIPLE
SPONSORSHIP
LEVELS



VIEW PROSPECTUS
FOR THIS EVENT

PREMIUM EVENTS



ENGAGEMENT EVENTS

We bring the GovCon ecosystem together with local leaders and community partners quarterly in 8 markets and 9 times a year in Washington, DC for networking and training with prominent keynote and guest speakers

NVSBC offers 30+ Engagement Events in GovCon hubs that incorporate:

- Industry / Government Speakers
- Success Spotlights
- Around the Room Introductions

Events are well-attended and highly ranked in satisfaction surveys.

LOCATIONS

- Colorado Springs, Colorado
- Dayton, Ohio
- Hampton Roads, Virginia
- Huntsville, Alabama
- San Antonio, Texas
- San Diego, California
- Tampa, Florida
- Philadelphia, Pennsylvania
- Washington, DC

EVENT SPONSOR

\$5,000

- (5) Registrations
- VIP Table at Dinner with Speakers, Sponsors, and/or NVSBC Staff
- Recognition from podium as Networking Dinner Event Sponsor at welcome remarks and closing remarks.
- Sponsor may introduce Keynote Speaker(s)
- (5) minutes: Welcome, Organization Overview, Keynote Speaker(s) Introduction.
- Email and LinkedIn promotion.
- Organization Logo on registration.
- Space for pull-up banner to be displayed in main room.
- Promotional materials to be displayed at registration.
- Recognition in NVSBC annual report & website.

EXHIBIT SPONSOR

\$2,000

- (2) Registrations
- Recognition from podium as Networking Dinner Event Sponsor at welcome remarks and closing remarks.
- Sponsor may introduce VetFedAcademy Speaker(s) if training is scheduled
- (3) minutes: Welcome, Organization Overview, Keynote Speaker(s) Introduction.
- Email and LinkedIn promotion.
- 6' or 8' table for sponsor to bring tablecloth (if desired)
- Space for pull-up banner to be displayed as part of exhibit.
- Promotional materials to be displayed as part of exhibit.
- Recognition in annual report & website.



MENTOR-COHORT PROGRAM

Designed to broaden community engagement and knit regional veteran business owner ecosystems together with the aid and involvement of large government prime contractors, federal agencies, and trustworthy service providers

- 9-Month Intensive Program
- ~8 Fellows per Cohort (~ 50 Fellows / year)
- Geographically focused (local cohorts)
- Tailored curriculum that focuses on procurement, business readiness, and finance.
- Supports those who experience barriers to entry in the government contracting space.
- Provides in-person and virtual training and engagement activities that nurture and advance this healthy business ecosystem.
- Provides a scholarship (entry & travel) for fellows to attend our VETS Conference.
- Provides a membership to NVSBC for fellows.

"Participating in the NVSBC Mentor-Cohort Program has been a powerful catalyst for our young business.

This experience went beyond mentorship—it connected us with a supportive community of veteran-owned small businesses, large government contractors, and federal agencies, all committed to helping us collectively succeed in the federal marketplace.

The combination of practical, targeted training in procurement, business readiness, and finance, along with the guidance of experienced mentors equipped us to tackle real-world challenges with confidence. We've grown, not just in knowledge, but in resilience and connections that will support us well into the future.

If you're looking to navigate the complexities of government contracting, this program is a must!"



Mark Jones
Founder/CEO
Konvivial

YEARLY SPONSOR

\$10,000

- (2) Registrations at (4) regional events tied to your cohort sponsor
- Verbal and Logo Recognition from podium at Engagement Events tied to Cohort
- Promotion Strategy – acknowledgement via LinkedIn
- Recognition in NVSBC annual report & website
- Recognition via eBlast
- Recognition on Home Page Slider



CHARLIE MIKE

CHARLIE MIKE TRAINING SERIES

The virtual training series that provides veteran-focused small business training to thousands of GovCon professionals at all stages of their company's lifecycle

- Veteran-focused small business training to advance Veteran small business skills and knowledge in support of business operations and procurement readiness.
- NVSBC's catalog of 120 Training Sessions that present what GovCon professionals need to know from establishing their business to developing an exit strategy.
- 30 GovCon-specific trainings are added to the catalog each year thanks to the support of our sponsors.
- Webinars are provided to participants at no charge.
- The year-long training series is marketed to over 40,000 Veteran owned small businesses reaching an anticipated 1,000-plus veteran-owned company participants.
- Recorded and maintained via the NVSBC YouTube Channel, providing follow-on access to anyone who would benefit.

QUARTERLY SPONSOR

\$5,000

- Introduced as Charlie Mike Sponsor for the Quarter
- Brought to you by "Sponsor name" on Title Slides of each training
- Brought to you by "Sponsor name" on all NVSBC Marketing Materials for each training
- Brought to you by "Sponsor name" on all social media posts for each training.
- Stand alone social media posts thanking for their support of the series (6 posts)
- Three (3) Thought Leadership Contributions (Optional)

MONTHLY SPONSOR

\$2,000

- Introduced as Charlie Mike Sponsor for the Calendar Month
- Brought to you by "Sponsor name" on Title Slides of each training.
- Brought to you by "Sponsor name" on all NVSBC Marketing Materials for each training.
- Brought to you by "Sponsor name" on all social media posts for each training.
- Stand alone social media posts thanking for their support of the series (2 posts)
- Two (2) Thought Leadership Contributions (Optional)

SINGLE TRAINING SPONSOR

\$1,000

- Introduced as Charlie Mike Sponsor for Specific Training
- Brought to you by "Sponsor name" on Title Slides.
- Brought to you by "Sponsor name" on all NVSBC
- Marketing Materials for specific training.
- Brought to you by "Sponsor name" on all social media posts for specific training.
- Stand alone social media posts thanking for their support of the series (1 posts)
- One (1) Thought Leadership Contributions (Optional)



MATCHED NETWORKING

Matched Networking allows federal prime contractors and SD/VOSBs to ascertain subcontracting needs and business capabilities with the goal of forging partnerships

Once per quarter, NVSBC partners with a federal prime contractor to identify and share unique subcontract opportunities with potential SD/VOSB subcontractors. Utilizing NVSBC's one-of-a-kind internal survey technology, federal prime contractors can review capabilities data provided by potential subcontractors within NVSBC's database. Qualified candidates are then invited by the federal prime contractor to a NVSBC-hosted matchmaking event.

EVENT SPONSOR

\$5,000

- A dedicated Matched Networking event where the NVSBC works closely with a Large Prime to plan (3+ months) and execute the event.

FOR ANY SPONSORSHIP QUESTIONS, PLEASE CONTACT:

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LOOKING FOR OTHER WAYS TO SUPPORT NVSBC?

Supporting NVSBC and its Education Foundation empowers veteran-owned small businesses to thrive and succeed. Donations directly contribute to providing impactful training and networking opportunities, as well as the critical advocacy efforts we are engaged in to enhance opportunities for veteran entrepreneurs to secure government contracts and grow their businesses. Help us make a difference!

LEARN MORE ABOUT THE DIFFERENT WAYS YOU CAN GIVE BY VISITING
[NVSBC.COM/DONATE](https://nvsbc.com/donate)

FIRST CALL

Monthly newsletter delivering information focusing on VOSBs that GovCon professionals depend on

- 12 issues per year
- 54,000+ Audience
- Coauthored by recognized leaders in the GovCon community
- Veteran-focused small business information on small business operations, laws, rules, and regulations along with timely updates to GovCon events and activities
- Average open rate of 39%.



FEBRUARY 2025 FIRST CALL

Your logo could be here as a SPONSOR

Building a Lasting Legacy: Crafting a Business with Purpose and Impact



Fellow Veteran Business Owners,

When I started Dobbs Defense Solutions six years ago, I discovered what you might already know: the path of an SDVOSB owner can feel isolating. But I also discovered something invaluable—no organization supports your dreams and aspirations like NVSBC. As both a business owner and NVSBC Board Member, I've experienced firsthand how this remarkable community transforms veteran entrepreneurs' dreams into lasting legacies.

In today's federal contracting landscape, particularly with Category Management, having a strong support network isn't just helpful—it's essential. NVSBC became my compass, offering guidance when challenges seemed overwhelming and celebrating victories when

opportunities turned into success stories. This is where veteran businesses find their true allies, mentors, and often, lifelong friends.

Want to know the real secret to building a lasting legacy? It's not just about winning contracts—it's about joining forces with fellow veterans who understand your journey. At our monthly Communities of Interest Engagement events—whether over breakfast, lunch, or dinner—you'll find veterans just like you, ready to share insights, open doors, and help your business thrive.

I've seen countless veteran entrepreneurs walk into their first NVSBC event feeling uncertain and emerge with renewed purpose and practical strategies for success. Our upcoming VETS Conference isn't just another networking event—it's your opportunity to connect with federal decision-makers who genuinely want to see veteran businesses succeed. The Veteran Access to Capital Symposium could provide the funding insights to take your business to the next level.

Join NVSBC. We'll help you transform your military skills into business success. Together, we'll build thriving service-disabled veteran-owned small businesses and create

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inspiring legacies for future veteran entrepreneurs. No one supports your SDVOSB dream like NVSBC

Author: Erica Dobbs is founder and CEO, Dobbs Defense Solutions and is a member of the NVSBC board

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\$12,000 YEARLY	\$5,000 QUARTERLY	\$2,000 MONTHLY
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A LA CARTE

\$1,000 ONE FULL PAGE AD	\$500 ONE 1/2 PAGE AD	\$250 ONE 1/4 PAGE AD	\$150 ONE 1/8 PAGE AD
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STRATEGY & LEGISLATIVE

The exclusive and award-winning source of Federal insights and legislative updates that informs business strategies

- 12 issues per year
- Exclusive audience of NVSBC Member Organizations.
- Award-winning source of Federal Insights for Veteran Small Business GovCons.
- Detailed review of the current legislative actions, our insights on the potential impacts of this legislation on Veteran small businesses serving as federal contractors, and our federal advocacy activities
- Average open rate of 39%.



NOVEMBER 2024 Strategy & Legislative Newsletter

Your logo could be here as a SPONSOR.

2024 Legislative Roundup



With the 2024 election behind us, Congress is now in its lame duck session (12 November – 20 December 2024) — a crucial period when outgoing lawmakers have the chance to address key issues before the new Congress takes office in January 2025. For Veteran-Owned Small Businesses, this is a critical time to push for policies that support and strengthen the entrepreneurial landscape for those who have served our country. Several issues demand attention during this window:

- **FY25 National Defense Authorization Act (NDAA):** This is a "must pass" bill and is currently on track to pass in December 2024 before Congress enters their holiday recess.
- **The Farm Bill:** This outlines agricultural and food policies and is renewed every 5-years. This is a "must pass" bill before the year-end. However, with limited legislative days left, lawmakers are prepared for an extension.
- **Veteran Affairs Health Care Funding:** Congress will need to find \$12 billion in FY25 for medical care related to the VA's Community Care Program and the Promise to Address Comprehensive Toxics (PACT) Act.
- **FY25 Appropriations and/or Continuing Resolution:** Speaker Johnson said he prefers a short-term, three-month CR to fund
- **Emergency Supplemental:** The White House asked Congress for emergency funding of \$100 billion for continued relief efforts following Hurricanes Helene and Milton. The emergency supplemental could move as a separate bill or with the Continuing Resolution (CR). This request is also expected to address the Small Business Administration Disaster Loan replenishment.

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federal agencies into next year. With 12 appropriations requests that still need to be approved, the CR will most likely be extended to March 2025. To read more about the 2024 Election Analysis and activity during the Lame Duck session, please see [here](#) for a document prepared by Van Scoyoc Associates.

Authored by the Van Scoyoc Associates Team

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