

2026



SPONSORSHIP PACKET



NVSBC IS YOUR MARKETING VOICE TO THE GOVCON INDUSTRY!

NVSBC events are attended by:

- Service-Disabled/Veteran Owned Small Businesses (SD/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.

Does it work?

- Digital promotion within our 56,000+ 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
- Events attended by a wide-ranging populace including representatives from government agencies, large primes, service providers, and small businesses
- Versatile opportunities that allow for maximum branding exposure

SPONSORSHIP QUICK LINKS

Premium Events

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Need a bundled or customized sponsorship package?

We can do that too!



For any sponsorship questions, please contact:

Adelaide Kahn
Development Director
adelaide.kahn@nvsbc.org

FINANCE SYMPOSIUM

Fueling Military GovCon Professionals at all Stages of 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 simplifying finance for small business professionals.



EARLY, GROWTH,
& MATURE STAGE
BUSINESSES



FINANCIAL
SUBJECT MATTER
EXPERTS



PARTICIPANTS
PAY TO
ATTEND



WIDELY ATTENDED
BY SMALL BUSINESS
PROFESSIONALS



ON-SITE
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, VETS26 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, this is the can't-miss event of the year.



BUSINESS OWNERS,
EXECUTIVE LEADERS,
SALES TEAMS,
SERVICE PROVIDERS



SELL-OUT
EVENT



4-DAY
CONFERENCE IN
NEW ORLEANS, LA



EVENT
SATISFACTION
SCORES OF 4.8/5.0



HIGH VISIBILITY
SPONSORSHIP
OPPORTUNITIES

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 and the programs it supports.



SOLD-OUT
3 YEARS
RUNNING



150+ ATTENDEES
32 TEAMS



BUSINESS
OWNERS
& EXECUTIVES



MULTIPLE
SPONSORSHIP LEVELS



ENGAGEMENT
LUNCH

Presented Annually (Q4)

AWARDS GALA

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

Now in its 12th 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 Veteran small business owners and their teams.



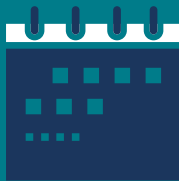
FEDERAL AGENCIES,
PRIMES, & BUSINESS
OWNERS



HISTORICALLY
SOLD-OUT
EVENT



DMV
VENUE
LOCATION



12TH
CONSECUTIVE
YEAR



MULTIPLE
SPONSORSHIP LEVELS

DC METRO ENGAGEMENT EVENTS

NVSBC's DC Metro Engagement Events give Veteran small business professionals what they need most

With eight events annually, each drawing over 100 professionals, sponsors gain significant brand visibility and valuable business development opportunities.



PRESENTING SPONSOR

\$7,000

- Recognition as the Presenting Sponsor in all event promotions
- Logo/company recognition on:
 - Event registration page
 - Email communications
 - LinkedIn posts
 - Event slide presentation
- 2–3 minutes of Welcome remarks and speaker introduction
- Exhibit table and pull-up banner may be displayed
- Opportunity to place branded materials or giveaways on exhibit table
- Mention in all post-event communications
- Five (5) complimentary registrations

TRAINING ACADEMY SPONSOR

\$2,000

- Exclusive recognition as the Training Academy Sponsor with logo placement on:
 - Event registration page with "Training Academy Sponsored By..." designation
 - Title slide on presentation during training/educational sessions
- Brief (1–2 minute) introductory remarks
- Opportunity to provide branded materials to all training attendees
- One 6' exhibit table to place branded materials or giveaways*
- LinkedIn and website recognition highlighting support for specific Training Academy program
- Two (2) complimentary registrations

**Available for display before, during, and immediately following the Training Academy. Exhibit table must be dismantled within 15 minutes of the Training Academy's conclusion.*

BAR SPONSOR

\$5,000

- Logo promotion and recognition on event slide presentation ("Drinks Sponsored By...")
- Logo promotion and recognition on event slide presentation
- Logo on event registration page
- Logo on event promotion
- Recognition in opening remarks
- Option to place a small promo item at bar area
- Two (2) complimentary registrations

EXHIBIT SPONSOR

\$1,000

- One 6' exhibit table to place branded materials or giveaways
- Logo on event registration page
- Social media mention day before event
- One (1) complimentary event registration

REGIONAL ENGAGEMENT EVENTS

We bring the GovCon ecosystem together with local leaders and community partners 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
- Colorado Springs, Colorado
 - Dayton, Ohio
 - Hampton Roads, Virginia
 - Huntsville, Alabama
 - San Antonio, Texas
 - San Diego, California
 - Tampa, Florida
 - Philadelphia, Pennsylvania



Hampton Roads , VA



San Diego, CA



Colorado Springs, CO

PRESENTING SPONSOR

\$5,000

- Recognition as the Presenting Sponsor in all event promotions
- Logo/company recognition on:
 - Event registration page
 - Email communications
 - LinkedIn posts
 - Event slide presentation
- 2–3 minutes of Welcome remarks and speaker introduction
- Exhibit table and pull-up banner may be displayed
- Opportunity to place branded materials or giveaways on exhibit table
- Mention in all post-event communications
- Five (5) complimentary registrations

BAR SPONSOR

\$2,500

- Logo promotion and recognition on event slide presentation ("Drinks Sponsored By...")
- Extended networking hour
- Logo on event registration page
- Logo on event promotion
- Recognition in opening remarks
- Option to place a small promo item at bar area
- Two (2) complimentary registrations

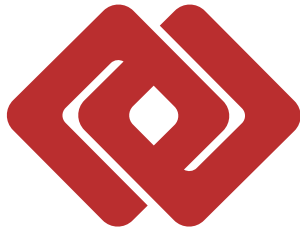
EXHIBIT SPONSOR

\$750

- One 6' exhibit table
- Opportunity to place branded materials or giveaways on exhibit table
- Logo on event registration page
- Social media mention day before event
- One (1) complimentary event registration

FELLOWSHIP 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



FELLOWSHIP PROGRAM



- 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 healthy business ecosystem
- Provides a scholarship for fellows to attend our VETS Conference
- Provides one-year NVSBC membership for fellows

"Participating in the NVSBC Fellowship 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

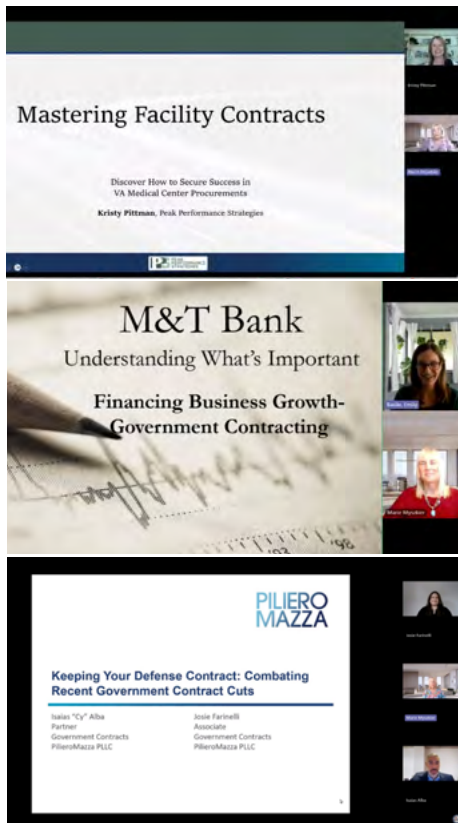
\$10,000

- Two (2) registrations at four (4) regional events
- Verbal and logo recognition from podium at 30+ Engagement Events
- Promotion via LinkedIn
- Branding visibility on Fellowship website
- Recognition in NVSBC annual report
- Acknowledgement in First Call newsletter
- Regular attributions within Cohort and/or Fellowship-wide trainings
- Access to program participants as a Senior Fellow (restrictions may apply)

VIRTUAL TRAINING SERIES

The Virtual Training series that provides Veteran-focused small business tools to thousands of GovCon professionals at all stages of a 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 more than 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.
- Available to participants at no charge
- 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 and longstanding brand promotion



PRESENTING SPONSOR

\$7,000

- Introduced as the Virtual Training Presenting Sponsor
- "Presented by [Sponsor Name]" on title slides of each training
- "Presented by [Sponsor Name]" on all Virtual Training marketing materials
- "Presented by [Sponsor Name]" on all social media posts related to the Virtual Training program
- Acknowledged at all Engagement Events (30+) as the Presenting Sponsor of the Virtual Training Program
- As many as five (5) thought leadership contributions through duration of sponsorship
- Presenting Sponsor attribution on all sponsorship-related training videos on YouTube in perpetuity offering maximum branding opportunity

CONTRIBUTING SPONSOR

\$3,000

- Introduced as a Virtual Training Contributing Sponsor
- "Supported by [Sponsor Name]" on title slides of each training
- "Supported by [Sponsor Name]" on all Virtual Training marketing materials
- Logo inclusion on select social media posts related to the Virtual Training program
- Acknowledged at all Engagement Events (30+) as the Presenting Sponsor of the Virtual Training Program
- Up to two (2) thought leadership contributions through duration of sponsorship
- Contributing Sponsor attribution on all sponsorship-related training videos on YouTube in perpetuity

MATCHED NETWORKING

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

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:

Adelaide Kahn

Development Director

adelaide.kahn@nvsbc.org

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

FIRST CALL

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

- 12 issues per year
- 56,000+ Audience
- Co-authored 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%



NATIONAL VETERAN
SMALL BUSINESS
COALITION

FIRST CALL

JANUARY 2026 NEWSLETTER

PRESENTED BY



DuraBante™

2025: A YEAR OF GROWTH AND ADVOCACY

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This year, NVSBC served over 1,900 Veteran Owned Small Businesses and engaged more than 4,000 individual professionals across our programs and events. Through flagship initiatives like the VETS Conference, Veterans Access to Capital Symposium, and regional engagement events in eight major markets, we provided unparalleled networking, training, and mentorship opportunities. These efforts have delivered measurable impact:

+ 57% of participating businesses increased revenues

+ 38% secured at least one new federal contract

+ 60% achieved new supplier diversity certifications

+ 65% received technical assistance that strengthened compliance and competitiveness

Beyond numbers, these outcomes represent lives changed and businesses strengthened. Proof that Veteran entrepreneurs remain a vital force in America's industrial base.

Policy Milestones

2025 was also a pivotal year for federal procurement policy. The Federal Acquisition Regulation (FAR) modernization, the first major overhaul in four decades,

began rolling out. These reforms aim to simplify processes, reduce administrative burdens, and improve transparency—changes that promise a more accessible contracting environment for small businesses.

NVSBC played an active role in shaping these reforms. Through direct engagement with lawmakers and agencies, we championed veteran priorities, including maintaining Veterans First Contracting Program protections and expanding set-aside opportunities. Our support for legislation such as the Acquisition Reform and Consolidation for Accountability (ARCA) Act underscores our commitment to improving efficiency and accountability within the Department of Veterans Affairs, the largest source of Veteran Owned Small Business contracts.



SPONSORSHIPS

\$12,000
YEARLY

\$5,000
QUARTERLY

\$2,000
MONTHLY

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

12

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%

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Click here to learn how to become a Newsletter SPONSOR

2026 Legislative Roundup

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Congress has entered its final week in session for 2025 with lawmakers under pressure to address outstanding FY26 appropriations. Nine of the twelve appropriations bills remain unpassed, with both chambers still working to reconcile differences over top-line funding levels. While appropriators have discussed combining five bills into a second minibus package before the end of the year, both chambers are preparing to recess this week making it likely passage will slip into the new year. As a reminder, the current Continuing Resolution (CR) funds the government through 30 January 2026, by which Congress must reach an agreement on the outstanding appropriations bills.

On defense policy, Congress is also finalizing the FY26 National Defense Authorization Act (NDAA). Lawmakers released a compromise version of the bill that would authorize over \$900 billion in national security

spending, including increased pay for service members and continued security assistance for Ukraine. This conference version is on track for quick passage in December before the end of the year deadline.

As FY26 decisions take shape and the early groundwork for FY27 begins, NVSBC members should remain actively engaged. The coming year will offer both challenges and opportunities for the Veteran small business community to ensure their priorities are reflected in federal policy, procurement, and oversight discussions, and NVSBC will continue advocating on behalf of its members across Capitol Hill and with the Administration.

Authored by the Van Scoyoc Associates

SPONSORSHIPS

\$12,000
YEARLY

\$5,000
QUARTERLY

\$2,000
MONTHLY

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ONE 1/4 PAGE AD

\$150
ONE 1/8 PAGE AD