



WHAT TO EXPECT

Breakout Sessions

Dive deep into key topics with tailored breakout sessions that cover everything from federal and local contracting landscapes to cybersecurity, financing, and marketing strategies.

Networking Opportunities

Connect with peers, mentors, and influential figures from across the government contracting ecosystem. Build relationships that can open doors to mentoring, partnerships, and future business opportunities.

Matchmaking

Meet organizations in brief one-on-one sessions to explore partnership opportunities, capabilities, and discuss upcoming contract needs.

Scan for more information



2026 GovCon Conference



The Virginia Black Chamber of Commerce is proud to present GovCon 2026, an unparalleled opportunity to empower, educate, and connect businesses in the dynamic world of government contracting. Join us on Friday, May 29, 2026, at the Richmond Marriott in Richmond, Virginia, to explore strategies for thriving in a rapidly evolving contracting landscape.

MATCHMAKING

20+

ORGANIZATIONS

MORE THAN

225

ATTENDEES

OVER

12

SPEAKERS



Friday,
May 29, 2026



Richmond Marriott
500 E Broad St Richmond,
VA 23219



events@
vablackchamber.org



20 | GovCon Conference 26 | Sponsorship Prospectus

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PRESENTING PARTNER \$20,000

EXCLUSIVE

Sponsor will receive:

- Brand association with all conference programming, including keynote, mainstage, and breakout sessions
- Opportunity to deliver opening or closing remarks from the mainstage (educational, non-promotional)
- Opportunity to host or moderate one breakout session (content-driven, subject to review)
- VIP table with preferred seating near the mainstage
- Premium exhibitor booth with priority placement
- Prominent recognition throughout conference signage, materials, and digital promotions
- Inclusion in post-event GovCon Impact Report with attendance and engagement metrics

ENGAGEMENT PARTNER \$5,000

Sponsor will receive:

- Brand association with one conference segment or networking experience
- Exhibitor booth during the conference
- Reserved seating for sponsor representatives
- Logo placement on event signage and select marketing materials
- Inclusion in post-event Conference Impact Snapshot

STRATEGIC PARTNER \$10,000

Sponsor will receive:

- Brand association with key conference sessions or tracks
- Opportunity to serve as a panelist or breakout session speaker (subject to content alignment and approval)
- Reserved seating for sponsor representatives
- Standard exhibitor booth during the conference
- Recognition from the mainstage during the event
- Brand placement across conference marketing, on-site materials, and digital promotions
- Inclusion in post-event Conference Metrics Summary

COMMUNITY SUPPORTER \$2,500

Sponsor will receive:

- Recognition as a Community Supporter of the GovCon Conference
- Brand association with government contracting, educational and small business readiness
- Two conference registrations
- Logo placement on event signage and digital materials
- Recognition in post-event recap communications

To confirm sponsorship or request an invoice: president@vablackchamber.org



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TABLE | \$1,000

15 AVAILABLE

Sponsor will receive:

- Two event tickets
- Company logo displayed on table signage and in event program
- Opportunity to place one branded item at the table
- Strategic placement of attendees at table

DESSERT | \$1,500

EXCLUSIVE

Sponsor will receive:

- Two event tickets
- Company logo displayed on dessert station signage and in event program
- Verbal acknowledgement during the program
- Brand association with a memorable closing portion of the event

JAVA JACKET | \$1,500

EXCLUSIVE

- Sponsor will receive:
- Three event tickets
- Company logo printed on coffee cup sleeves used during coffee service and in event program
- Verbal acknowledgement during sponsor recognition
- Logo displayed on one of breakout session

NAPKIN | \$1,500

EXCLUSIVE

Sponsor will receive:

- Three event tickets
- Company logo printed on cocktail napkins used during the reception and conference and in event program
- Verbal acknowledgement during sponsor recognition
- Repeated brand exposure throughout the event

BALLOON TOWER | \$2,500

EXCLUSIVE

Sponsor will receive:

- Three event tickets
- Sponsorship of decorative balloon towers placed at the event entrance or gathering areas
- Company logo displayed on signage near balloon installations and in event program
- High visibility near guest arrival and photo areas

FLOWER | \$2,500

EXCLUSIVE

Sponsor will receive:

- Two event tickets
- Sponsorship of floral arrangements and table centerpieces throughout the venue and in event program
- Company logo displayed on floral décor signage
- Verbal acknowledgement during sponsor recognition
- Logo displayed on one of breakout session

NETWORKING RECEPTION | \$5,000

EXCLUSIVE

Sponsor will receive:

- Four event tickets
- Recognition as the sponsor of the networking reception
- Brand visibility during a high-engagement networking portion of the event
- One table sponsor
- Verbal acknowledgement during sponsor recognition
- Logo displayed on one of breakout session

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