

The 126<sup>th</sup> Army-Navy Game presented by USAA
December 13, 2025 • Baltimore, Md.
Corporate Sponsorship Summary and Introduction for 2025

### **ARMY-NAVY GAME SPONSORSHIP MODEL**

America's Game featured a 1 + 4 + 4 sponsorship model. USAA is the one (1) Presenting Sponsor. Chevrolet, Exchange, Duke Cannon and Palantir are the four (4) Participating Sponsors and the American Legion is an Associate Sponsor.





## **ARMY-NAVY GAME PARTNER PILLARS**

The Army-Navy Game values each of these three pillars when considering an Official Army-Navy Game Participating Sponsorship Role.



#### **Investment**

Army-Navy Game Sponsor Investment goes directly back to the two Academies' 501 c 3 Athletic Associations, which funds and supports Army's 30 and Navy's 36 varsity sport offerings.



#### **Pre-Promotion**

Sponsors use Game Branding in Pre-Promotion to build association, drive game awareness and increase CBS and Worldwide TV Audience with Tune-In messaging.



#### **On-Site Activation**

On-Site Fan Fest Activation, In-Market Events and Visibility, Videoboard Creatives in Stadium, Patriotic/Cause Marketing Initiatives and Recognitions.



## **AMERICA'S GAME**

The 2024 Game drew a record 9.4 million US TV viewers (and more worldwide on AFN)!

The 125<sup>th</sup> playing of America's Game was the largest audience on record and surpassed the

1992 game's television draw of 8.45 million.



#### PRESIDENTIAL APPEARANCES

Dating back to 1901 when President Theodore Roosevelt attended the seventh playing of the Army-Navy Game, it has been a long-standing tradition for Presidents to attend "America's Game." President Trump has attended the game five times in recent years: three times as a sitting President (2018, 2019, 2020) and twice as President-Elect (2016 and 2024).





2024 2019

Sitting U.S. Presidents who have attended the Army-Navy Game: Theodore Roosevelt (1901, 1905), Woodrow Wilson (1913), Calvin Coolidge (1924), Harry Truman (1945, 1946, 1947, 1948, 1949, 1950, 1952), John F. Kennedy (1961, 1962), Gerald Ford (1974), Bill Clinton (1996), George W. Bush (2001, 2004, 2008), Barack Obama (2011), and Donald Trump (2018, 2019, 2020).

#### ARMY-NAVY GAME IN THE NEWS

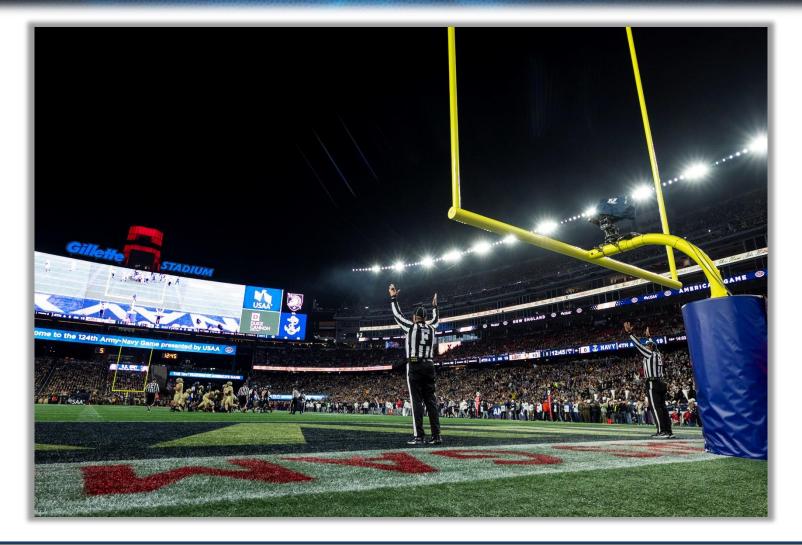


- USAA Extends Sponsorship of the Army-Navy Game Through 2030
  - Sub-Sponsorships remain available.
- Army-Navy, CBS Sports Reach Multi-Platform Rights Extension Through 2038
- Army-Navy Game Averaged a Record 9.4 Million Viewers on CBS in 2024
- Inside the big business of the Army-Navy football game (Sports Business Journal 12/9/24)



## **SOLD OUT STADIUM**

The 2024 game was played in the Washington, DC area in front of a Sell Out Stadium of 60,726 fans. The Army-Navy Game annually sells out NFL Stadiums. "I can tell you that the ticket demand for this game is greater than any AFC Championship game, greater than Taylor Swift, greater than anything else we've ever seen" - Jonathan Kraft (President of the Kraft Group on the ticket demand for the 2023 Army-Navy Game in New England.)



## **TRADITIONS**

"Everyone before they die should go to the Army-Navy Game. It's the greatest spectacle in sports." - Lee Corso, ESPN





## **PATRIOTISM**

"Every player on the field is willing to die for every person watching."











## **TELEVISION**

Ratings are annually very strong and ranked as a Top 10 College Football Regular Season Broadcast in 2024!

Year	Network	Final Rating	Viewers	Kick-Off
2013	CBS	3.9	6,222,000	3:00pm
2014	CBS	4.1	6,259,000	3:00pm
2015	CBS	4.5	7,129,000	3:00pm
2016	CBS	5.0	7,940,000	3:00pm
2017	CBS	5.2	8,419,000	3:00pm
2018	CBS	5.0	8,050,000	3:00pm
2019	CBS	4.9	7,716,000	3:00pm
2020	CBS	2.8	4,910,000	3:00pm
2021	CBS	4.2	7,575,000	3:00pm
2022	CBS	3.8	6,940,000	3:00pm
2023	CBS	3.8	7,180,000	3:00pm
2024	CBS	4.6	9,400,000	3:00pm

- The Army-Navy Game was CBS' largest television audience for a College Football Regular Season Game in 2024 at 9.4 million average viewers.
- CBS ran approximately 30 Army-Navy Promos in NFL, College Football Regular Season, Big Ten Championship Game, Prime Time Shows and Late Night leading up to the Army-Navy Game.
- The promos ran during the Big Ten Championship game on CBS (Oregon vs. Penn State) on Dec. 7, which had 10.5 million average viewers, as well as during the NFL on CBS on Dec. 8 (game window drew an average of 15.1 million viewers).



The 2024 Army-Navy Game averaged a record 9.4 Million viewers, which was up 31% (and 2.2 million average viewers) from 2023. The 2024 audience is the highest on record, surpassing the previous mark of 8.45 million in 1992. The Army-Navy Game was the 7<sup>th</sup>-most watched College Football Regular Season game in 2024. The postgame show audience was **5.27 million**.

## **TELEVISION AUDIENCE SIZE**

9<sup>th</sup> highest ranked regular season football broadcast 11<sup>th</sup> highest ranked pre-bowl game broadcast

#### **Regular Season Final Viewership Totals**

	<b>.</b>	
1.	Georgia-Texas (10/19 ABC)	13.2 million
2.	Michigan-Ohio State (11/30 FOX)	12.3 million
3.	Georgia-Alabama (9/28 ABC)	12.0 million
4.	Alabama-Tennessee (10/19 ABC)	10.2 million
5.	Tennessee-Georgia (11/16 ABC/ESPNU)	10.0 million
6.	Ohio State-Penn State (11/2 FOX)	9.8 million
7.	Ohio State-Oregon (10/12 NBC)	9.6 million
8.	Texas-Texas A&M (11/30 ABC)	9.5 million
9.	Army-Navy (12/14 CBS)	9.4 million
10.	Indiana-Ohio State (11/23 FOX)	9.3 million
11.	Texas-Michigan (9/7 FOX)	9.2 million
12.	USC-LSU (9/1 ABC)	8.6 million
13.	Georgia Tech-Georgia (11/29 ABC)	8.5 million
14.	Notre Dame-Texas A&M (8/31 ABC)	7.9 million
15.	Alabama-LSU (11/9 ABC)	7.9 million

Source: Sports Media Watch

#### **Pre-Bowl Game Final Viewership Totals**

The Bown Game I mai viewership rotals				
1.	Georgia-Texas (12/7 ABC/ESPN)	*16.6 million		
2.	Georgia-Texas (10/19 ABC)	13.2 million		
3.	Michigan-Ohio State (11/30 FOX)	12.3 million		
4.	Georgia-Alabama (9/28 ABC)	12.0 million		
5.	Oregon-Penn State (12/7 CBS)	*10.5 million		
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15.	Georgia Tech-Georgia (11/29 ABC)	8.5 million		

\*Conference Championship Game











## **TELEVISION**

Compared to the rest of Bowl Season (excluding the CFP Playoffs), the Army-Navy Game would have ranked as the most-watched Bowl Game with 9.4 million viewers.

<mark>9.4</mark>	ARMY-NAVY GAME	Navy 31, Army 13
8.0	ALAMO BOWL	BYU 36, Colorado 14
6.8	POP-TARTS BOWL	Iowa State 41, Miami 41
6.6	RELIAQUEST BOWL	Michigan 19, Alabama 13
5.0	GATOR BOWL	Ole Miss 52, Duke 20
4.3	CHEEZ-IT CITRUS BOWL	Illinois 21, South Carolina 17
4.2	LIBERTY BOWL	Arkansas 39, Texas Tech 26
4.2	TEXAS BOWL	LSU 44, Baylor 31
4.2	PINSTRIPE BOWL	Nebraska 20, Boston College 15
4.1	BIRMINGHAM BOWL	Vanderbilt 35, Georgia Tech 27
3.5	CACTUS BOWL	Kansas State 44, Rutgers 41
3.5	SUN BOWL	Louisville 35, Washington 34
3.4	MAYO BOWL	Minnesota 24, Virginia Tech 10
2.9	HOLIDAY BOWL	Syracuse 52, Washington State 35
2.9	ARMED FORCES BOWL	Navy 21, Oklahoma 20
2.8	MUSIC CITY BOWL	Missouri 27, Iowa 24
2.8	LAS VEGAS BOWL	USC 35, Texas A&M 31
2.6	DETROIT BOWL	Toledo 48, Pittsburgh 46

2.1	FENWAY BOWL	UConn 27, North Carolina 14
2.1	CELEBRATION BOWL	Jackson State 28, South Carolina St 7
1.9	HAWAI'I BOWL	USF 41, San Jose State 39
1.8	GASPARILLA BOWL	Florida 33, Tulane 8
1.7	MOBILE BOWL	Arkansas State 38, Bowling Green 31
1.7	FIRST RESPONDER BOWL	Texas State 30, North Texas 28
1.5	LA BOWL	UNLV 24, Cal 13
1.3	POTATO BOWL	Northern Illinois 28, Fresno State 20
1.2	FRISCO BOWL	Memphis 42, West Virginia 37
1.2	NEW MEXICO BOWL	TCU 34, Louisiana 3
1.2	CAMELLIA BOWL	South Alabama 30, Western Michigan 23
1.1	INDEPENDENCE BOWL	Army 27, Louisiana Tech 6
1.1	BAHAMAS BOWL	Buffalo 26, Liberty 7
1.0	CURE BOWL	Ohio 30, Jacksonville State 27
0.9	MILITARY BOWL	East Carolina 26, NC State 21
0.8	MYRTLE BEACH BOWL	UTSA 44, Coastal Carolina 15
0.8	NEW ORLEANS BOWL	Sam Houston 31, Georgia Southern 26
0.6	ARIZONA BOWL	Miami (Ohio) 43, Colorado State 17
N/A	BOCA RATON BOWL	James Madison 27, Western Kentucky 17







### **TELEVISION**

CBS Sports and CBS Sports Network and ESPN delivered nearly 7 hours of live Game Day coverage in 2024. CBS Sports Network was live with the March On Show and Tailgate Special from 12 noon to 2:30. CBS Sports was live at 2:30 pm with a pregame show and the game broadcast began at 3 pm.









## **CBS TELEVISION COOPERATION**

The Academies and CBS work together to ensure the Army-Navy Game Official Partners stand out in the television broadcast.









2024 Army-Navy Game | Game Recap

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## **CORPORATE SPONSORSHIP DELIVERABLES**

Field wall signage, videoboard exposure, on-site activation, radio, print, digital, social, VIP hospitality, IP rights and more!





































## **CORPORATE SPONSORSHIP DELIVERABLES MUSTER AREA**







# CORPORATE SPONSORSHIP DELIVERABLES MUSTER AREA





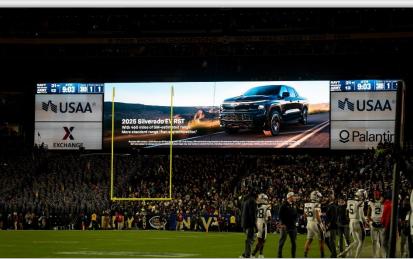




## **CORPORATE SPONSORSHIP DELIVERABLES** VIDEOBOARD BRANDING AND EXPOSURE









# CORPORATE SPONSORSHIP DELIVERABLES VIDEOBOARD BRANDING AND EXPOSURE











## **CORPORATE SPONSORSHIP DELIVERABLES** VIDEOBOARD BRANDING AND EXPOSURE











## **CORPORATE SPONSORSHIP DELIVERABLES** FIELD LEVEL SIGNAGE AND BRANDING









## CORPORATE SPONSORSHIP DELIVERABLES PRINT MATERIALS













# CORPORATE SPONSORSHIP DELIVERABLES SOCIAL MEDIA



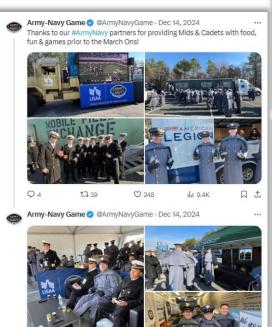
Army-Navy Facebook 80.000 followers



Army-Navy X (Twitter) 41,500 followers



<u>Army-Navy Instagram</u> 36,800 followers









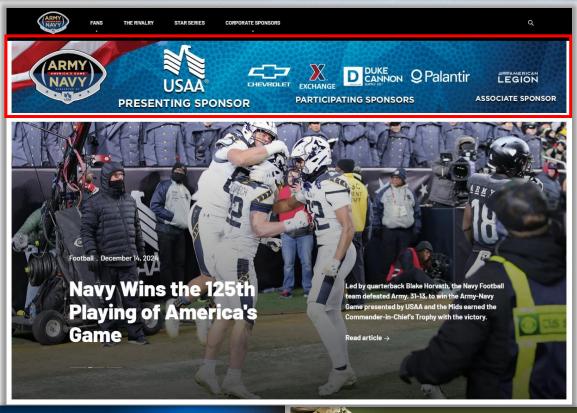






# CORPORATE SPONSORSHIP DELIVERABLES WEBSITE, APP AND E-MAIL MARKETING

JOIN THE LEGION | VISIT LEGION.ORG/JOIN









## CORPORATE SPONSORSHIP DELIVERABLES RADIO COMMERCIAL SPOTS AND INTERVIEWS











Army-Navy Partners receive commercial spots, billboards and interviews on the Army-Navy Radio broadcasts.

- Army Regional/National Radio Network (21 Stations)
- Navy Regional/National Radio Network (14 Stations)
- Westwood One National Radio (308 Stations)
- Sirius XM Satellite (Nationwide)
  - Sirius carried the Army, Navy and Westwood One Radio feeds (3 separate channels)

Game carried on over 330 terrestrial stations in the United States!



Palantir Head of Defense Mike Gallagher, Duke Cannon CEO Ryan O'Connell and Exchange CCO Judd Anstey were interviewed by Tina Cervasio for the 2024 Westwood One Nationwide Radio Broadcast as part of the annual Army-Navy Corporate Partner C-Level Roundtable Interview.

## **CORPORATE SPONSORSHIP DELIVERABLES**

**VIP/CELEBRITY INFLUENCER HOSPITALITY AND ACCESS** (SUITES, FIELD ACCESS, SUPERINTENDENT'S WARMING ROOMS, GALA)

















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## **ARMY-NAVY GALA**

The annual Army-Navy Gala presented by Palantir is held the Friday evening before the game is annually attended by approximately 1,500 guests. The event features dinner, cocktail hour, dancing, guest speakers (including Patriots owner Robert Kraft and Commanders owner Josh Harris in 2023 and 2024, respectively), team highlight videos, premium giveaways, cheerleader and band performances and more!









## **CORPORATE PARTNER PATRIOTIC & CHARITABLE CAUSES**

The Army-Navy Game allows its Official Corporate Partners to bring forward Patriotic and/or Charitable causes that are near and dear to them. Corporate Partners can include, promote and amplify these organizations through Cause Marketing leading up to and at the Army-Navy Game. Only organizations formally brought forward by the Official Corporate Partners will have the rights to activate at the Army-Navy Game.

















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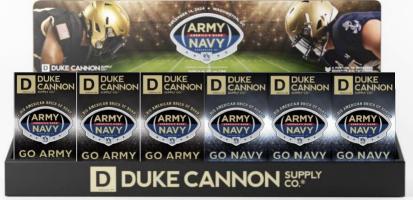




10:54 AM · Dec 14, 2024 · 3,671 Views

## **CORPORATE SPONSORSHIP DELIVERABLES** IP RIGHTS AND OFFICIAL DESIGNATIONS











## **CORPORATE PARTNER PRE-PROMOTION**

Army-Navy Official Partners bring forward robust pre-promotion campaigns to increase game awareness and drive tune-in to the national TV broadcast. Efforts have included: national TV commercial spot buys, co-branded officially licensed merchandise and product, In-store and at dealership point-of-sale branding print advertising, paid social and digital media and more!









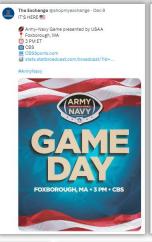






## **CORPORATE PARTNER SOCIAL INITIATIVES**











11:56 AM · Dec 9, 2023 · 5,249 Views

Palantir 🐡

@PalantirTech

Duke Cannon Supply Co. @DukeCannon · Dec 2 We are one week away from the 124th installment of America's Game and all the folks at Duke Cannon are thrilled to be sponsoring this historic





"Our No. 1 priority is called 'Winning the War Within.' It's about breaking the broken veteran narrative & reaching resiliency as a veteran

LUSAA and Robert Griffin III

2:13 PM - Dec 14, 2024 - 31.2K Views

DC Legion executive director shares top legislative priority on #ArmyNavy Media Row. legion.org/Information-Ce... via @Baxter69



Army-Navy Game and Nate Boyer





1:55 PM · Dec 9. 2023 · 73.4K Views

Army-Navy Game and 2 others

## **GAME WEEKEND MEDIA ROW**

"...only the Super Bowl and Army-Navy have one!" - Desmond Howard, ESPN College GameDay











## **HOST CITY WELCOME BRANDING**

Bringing Army-Navy Game awareness to the local market.









Events DC executed a Welcoming, Branding and Awareness campaign leading up to the event in and around our nation's capital using Army-Navy Game Branding and tune-in information. Out of home branding was executed on highway billboards, street pole banners, city buses, transit stops, DC Metro and much more!

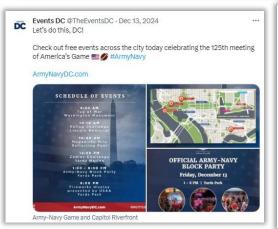
## **HOST CITY/TEAM SOCIAL & DIGITAL INITIATIVES**















### **ARMY-NAVY GAME FUTURE SITES**

The Army-Navy Game is currently in a five-game, five-city cycle from 2023 to 2027. The site of the 2025-27 games will be Baltimore, New York/New Jersey and Philadelphia. The 2023 game was played in New England and Washington, D.C. hosted last year's 125<sup>th</sup> edition of America's Game.



## **LOOKING AHEAD TO THE 2025 ARMY-NAVY GAME**

The 126<sup>th</sup> edition of America's Game will be played on Dec. 13, 2025 in Baltimore at the home of the Ravens. The Army-Navy Game was last played in Baltimore in 2016.



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