



AUGUST 2023

FIRST CALL



Veterans Helping Veterans: Entrepreneurship in Government Contracting



networking, training, and matchmaking services for business owners. Building relationships among like-minded business owners has led to an ecosystem where veterans collaborate and work together, aiming to build successful companies that also serve the government.

MENTORSHIP

Veterans who have successfully ventured into government contracting are often enthusiastic about giving back to their community by mentoring and supporting fellow veterans. This is not more evident than amongst the NVSBC members. Veteran business owners are always willing to mentor and help fellow veterans. Whether it's taking a new company under your wings and providing insightful tips on building and growing to help larger companies with more specific issues that one Veterans company may have navigated successfully, veterans are always willing to lend a helping hand to other veterans.

THE POWER OF EXPERIENCE

Veterans' invaluable military experience offers significant advantages in government contracting. Their skills in leadership, discipline, adaptability, and problem-solving are highly sought after. Running a business involves navigating complexities like financial planning, customer acquisition, marketing, supply chain management, employee engagement, and compliance. NVSBC members actively engage in discussions

Transitioning from military service to civilian life can be challenging for veterans, especially in finding stable employment. Despite any challenges, many veterans have successfully become entrepreneurs, particularly in government contracting. The National Veteran Small Business Coalition (NVSBC) plays a crucial role in supporting veteran entrepreneurs through networking, training, and mentorship. Veterans with experience in government contracting willingly mentor and assist fellow veterans. Their military background brings unique skills like leadership and problem-solving, which are highly valued in entrepreneurship.

ACCESS TO RESOURCES – FELLOW VETERANS

Veterans, having served in the military, have access to various resources and programs designed to help them establish and grow businesses. The NVSBC fosters a culture of veterans helping veterans, expanding

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and mutual assistance on all aspects of business operations – willing to help fellow veterans at a much deeper level than a traditional mentor may go.

CONCLUSION

The spirit of camaraderie and mutual support that defines the military community is evident in veterans helping veterans in entrepreneurship, particularly in government contracting. Through shared experiences, mentorship, and access to resources, veterans increase their fellow comrades' chances of success. The NVSBC's growing culture of support empowers more veterans to thrive as entrepreneurs, making positive impacts on their communities and contributing to the nation's economic growth. Acknowledging the resilience and ingenuity of veteran entrepreneurs, fostering an encouraging environment is vital to continue their success.

Al Sowers is the Chief Executive Officer [OneZero](#) and is a member of the NVSBC Board of Directors

Welcome New & Renewed Member Organizations

New Members

CM Properties of New Orleans, LLC
Commonwealth of Virginia Consulting
(CVC), LLC
EMPEQ
GC Associates USA
GreenEfficient, Inc.
Logan Construction and Remodeling, LLC.
One Federal Solution

Renewed Members

A1 MEDICAL TRANSPORT
Aalis Management Consulting
Academy Medical
AHEAD, LLC
Avant-Garde Concepts LLC
Ball Aerospace
Black Box Safety, Inc
Boyd Electric
Digital Forensic Services, LLC
First Vector
Foxhole Technology, Inc.
Health Facility Solutions (HFS) Company

J & B Hartigan, Inc
Mayhew Technology Solutions, LLC
Mitchtech LLC, D.B.A.. Mitchell Technical
Sales LLC
NolanMackenzie
OBAN
OCMI Corp
SE & M Solutions LLC
Stockdale Industries
Tucker-Rose Associates, LLC
Veterans Entrepreneurship Task Force (VET-
Force)

VETERAN SMALL BUSINESS ADVOCATE AWARDS GALA

November 14, 2023 | 5:30PM – 8:30PM

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



Coalition Celebrations

Welcome to NVSBC Honorary Committee Members



Bob Eisiminger
Entrepreneur



MG Cornell A. Wilson, Jr.,
USMCR (Ret)



National Veteran
Small Business
Coalition

MAY 20-23, 2024

VETS 24

SAVE THE DATE

Sponsorships Available

The Nation's Leading VSO-Sponsored
Training, Networking, and Advocacy Event for
Small Businesses Serving as Federal Contractors

Calls to Action

August 2023

CHARITY GOLF TOURNAMENT

MON - AUG 14 | 9:00 AM - 4:00 PM ET

NORFOLK NETWORKING DINNER

THU - AUG 03 | 11:30-1PM ET

TAMPA NETWORKING DINNER

MON - AUG 21 | 5:30 PM - 8:30 PM CT

September 2023

DC NETWORKING DINNER & VetFedAcademy

TUE - SEP 12 | 4:00 PM - 8:30 PM ET

SAN DIEGO NETWORKING DINNER

*TENTATIVE: MON - SEP 25 | TIME TBD



U.S. COAST GUARD
BIRTHDAY

4TH OF AUGUST

Calendar of Events

NVSBC Events

NVSBC Events are specially designed to provide networking and training for those VOSB & SDVOSB ready to take their business to the next level! These include:

- Charlie Mike Webinar Training Series
- VetFedAcademies
- Washington DC Networking Dinners
- Many more...

Let us help you get "Procurement Ready!" Click on the on the button below to learn more and register.

[Visit NVSBC Events](#)



NVSBC
Education
Foundation
Charity Golf
Tournament

14
AUG

Golfer registration closed
Networking Lunch registration &
Sponsorship opportunities still available:
EMAIL ZACK ARMSTRONG
FOR MORE INFORMATION



ONEZERO
SOLUTIONS

SUPERIOR SERVICE. UNPARALLELED RESULTS.

CAPABILITIES

Cybersecurity Operations

Cyber Risk Management

Enterprise IT Services

Full-Stack Development

Data Analytics

FACILITY CLEARANCE
(FCL): TOP SECRET

NAICS: Primary: 541519

-541511, 541512, 541513,
541611, 541330, 541614,
541618, 541990, 561210



Federal Procurement Events

Grow your business through events provided by agencies within the Federal government including outreach, matchmaking, networking, training, and additional activities. If you have Federal Procurement Event you'd like NVSBC to consider adding to this page, please contact members@nvsbc.org with respective details.

[Enter Federal Procurement Events](#)

SUPPORT *FIRST CALL NEWSLETTER
WITH YOUR LOGO/AD HERE.**

1/2 PAGE ADS \$500

**First Call audience of 48,000+ in the GovCon community with open rates 38%*

Calendar of Events

Partnership Deals

Take advantage of benefits where NVSBC has created partnerships that bring value to your business. If you would like NVSBC to consider a partnership with your business, please contact members@nvsbc.org with respective details.

Partner Deals



Featured Partner Deal

Authentically American has just offered an exclusive discount to NVSBC Member organizations. [Learn more here.](#)

Membership and Sponsorship Supports NVSBC Programs

Did you know that NVSBC is a **non profit organization** that relies on membership and sponsorship to provide our programs and services? **If you benefit from our Training, Networking, and Advocacy, join the coalition or sponsor NVSBC today and strengthen our voice!**

Join Today!

Sponsorship Opportunities

Your 1/8 page Ad
COULD BE HERE!
Sponsorships available.