



# APRIL 2025 FIRST CALL

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## A Message from Robert Betters, President, NVSBC Board of Directors



As veteran business owners, we know that planning for the future while staying adaptable is more than a strategy—it’s a mindset. Our journey is built on resilience, foresight, and the ability to make tough decisions, like parting ways with valued team members. These moments are never easy, but they are part of our growth. True leadership means navigating challenges with confidence, embracing vulnerability, and learning from setbacks. When we share our struggles openly, we build trust and unity within our teams, transforming adversity into powerful opportunities for personal and professional development. By staying grounded, focusing on what we can control, and remaining flexible, we strengthen our resilience and position our businesses for long-term success—even in the most uncertain times.

One incredible opportunity to invest in your business future is just around

the corner: VETS25, happening May 13–16. This annual event is a vital space for veteran business owners to connect with like-minded professionals, learn from industry leaders, and discover valuable resources to propel your business forward. VETS25 is a powerful way to expand your network, gain insights, and fortify your business foundation. Don’t miss out—mark your calendar and get ready to connect with fellow veterans in business.

At NVSBC, we’re committed to providing the critical support you need to thrive. Whether it’s accessing capital, training staff, or scaling operations, we’re here for you. Winning a new contract is exciting—but it often comes with the challenge of rapid growth and operational demands. That’s where we step in.

As an NVSBC member, you are never alone. You gain access to a wealth of resources and advocacy focused on supporting your journey as a veteran entrepreneur. We work tirelessly to protect and promote your interests—offering guidance, education, and networking opportunities to help you succeed. By leveraging the tools and community available to you, you can overcome obstacles, streamline growth, and build a strong foundation for long-term success.

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Together, let’s continue building a future that honors the service and sacrifices of our nation’s veterans—while paving the way for even greater achievements in business. Here’s to the continued growth and prosperity of veteran-owned businesses!

**Author:** Robert Betters is President and CEO of RB Consulting, Inc. and President of the NVSBC Board of Directors.

# Around the NVSBC

## Welcome New & Renewed Member Organizations

### New Members

214 SHUTTLE ENTERPRISES LLC  
Adara Strategies LLC  
Alpha Six Analytics  
Andrew Vose LLC dba Tactical  
Resolve Group  
Aquia Inc.  
Arcturus IMC LLC  
ArdentEdge  
ATHOS1 LLC  
BellHan Solutions, LLC  
Chelsea Trade Commission  
Concourse Federal Group  
Coreonyx Government Solutions  
LLC  
CyberLinx Solutions LLC  
DeGraft Systems  
eConverge  
Ethan Solutions Inc.  
Exit Essentials, LLC  
Gaither Wren Consulting  
HPC Solutions

Kayak Cyber Government Solutions  
LLC  
LMR Technical Group  
MAVericks Construction  
Moore United Construction, Inc  
Navigation Workplace Solutions  
Netizen Corporation  
Park Coastal Surveying, LLC  
Patriot Engineering Company  
Posterity GRoup LLC  
RJS HR Tech Enterprises Inc d/b/a  
The NOLA Group  
SE Medical Inc.  
Triva Technical Group LLC  
Truesdell Ventures LLC  
VE Technologies, Inc.  
Veterans Trading  
Waterfront Training Solutions  
Weeghman & Brigg, LLC

### Renewed Members

Data Integrators, Inc  
VETERAN ENTERPRISE TECHNOLOGY  
SERVICES, LLC  
2ndWave LLC  
Acu-Elligent  
affirm security services llc  
American Healthcare Enterprises,  
LLC  
ARGO Cyber Systems. LLC  
Austin Transport and Towing, LLC  
Avening Management and  
Technical Services, LLC  
Blue Water Thinking  
Boots 2 Cyber LLC  
Business Management Research  
Associates, Inc.  
CCS IT Pros  
Central Research Inc.  
Cherry Bekaert  
Credible Solutions  
DecisionPoint Corporation  
Defense Integration Solutions, LLC.  
DeltaStrac LLC  
Drummond Carpenter, PLLC  
E&G Electrical Innovations  
ELYON International, Inc.  
Entero Emergency Management  
Consulting, INC (DBA Entero  
Solutions)  
Fox Rothschild LLP  
Foxhole  
Grimmer Technology and  
Operations, Inc.  
Guideon Education Consulting LLC  
Hercules Bolt & MFG  
HS Financial Group, LLC  
Insitu, Inc

JRC Integrated Systems  
Kaleidoscope Affect LLC  
Keystone Benefit Group  
Kingdom Technology Partners  
KNS Industrial Supply  
LaunchTech, LLC  
Lawrence & Odom LLP  
LeggioX LLC  
Loyal Source Government Services,  
LLC  
MARK-VII ENTERPRISES, INC.  
Mind Computing  
Mission Dynamic, LLC  
Movement Rx  
NewTHINK Solutions  
Nighthawk Cyber LLC  
Nomatic Solutions  
OneZero Solutions  
Operation Hired  
PARATUSEC LLC  
Patriot MRO Solutions  
Peraton  
RC4VETS LLC  
SAIC  
Santa Fe Power Solutions, Inc dba  
Santa Fe Professional Solutions  
TechnoTraining, Inc.  
TekFive, Inc  
Telecommunications Technical  
Services  
The Avery Group LLC  
US Label &; Ribbon GP dba US  
Materials Group  
Vaske Computer Inc  
VETS, LLC

The National Veteran Small Business Coalition (NVSBC) offers 7 types of organization membership that support our mission and serve our constituents. If you have any questions about membership, please contact [members@nvsbc.org](mailto:members@nvsbc.org). Click on the "Join NVSBC Today" button below and begin receiving access to the benefits of NVSBC membership.



# Around the NVSBC (cont.)

## Engagement Meetings...

*NVSBC hosted its DC Metro Engagement Dinner + VFA on 12 March 2025.*



*NVSBC hosted its Philadelphia Engagement Dinner on 5 March 2025.*



# Around the NVSBC (cont.)

## Engagement Meetings...

*NVSBC hosted its San Antonio Engagement Dinner on 26 March 2025*



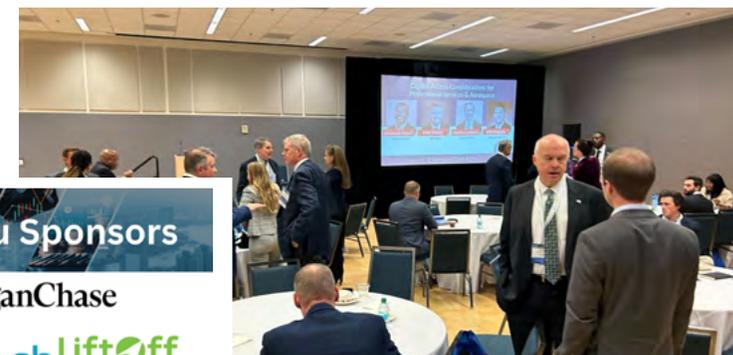
*NVSBC hosted the Hampton Roads Engagement Lunch on 27 March 2025*



# Around the NVSBC (cont.)

## 2025 Access to Capital Symposium

NVSBC hosted its Veteran Access to Capital Symposium on 17 March 2025



**Thank You Sponsors**

JPMorganChase  
NAVY FEDERAL Credit Union  
THE BRYDON GROUP  
PAT+FINDER CONSULTANTS  
PILIERO MAZZA  
sbLiftoff  
Parrot Surety SERVICES  
COPE CONNELLY FAMILY OFFICE  
SDTS  
CAPITAL BANK

# Around the NVSBC (cont.)

## Calls to Action

### April 2025

#### DAYTON ENGAGEMENT LUNCH

TUE | APR 09 | 11:00 AM - 2:00 PM ET

#### DC METRO ENGAGEMENT DINNER & VETFEDACADEMY

WED | APR 09 | 4:00 PM - 8:30 PM ET

#### HUNTSVILLE ENGAGEMENT LUNCH

THR | APR 15 | 11:00 AM - 2:00 PM CT

#### COLORADO SPRINGS ENGAGEMENT DINNER

WED | APR 23 | 5:30 PM - 8:30 PM MT

### May 2025

#### HAMPTON ROADS ENGAGEMENT LUNCH

THR | MAY 01 | 11:00 AM - 2:00 PM ET

#### DC METRO ENGAGEMENT DINNER & VETFEDACADEMY

WED | MAY 7 | 4:00 PM - 8:30 PM ET

#### VETS25 CONFERENCE

TUE, MAY 13 TO FRI MAY 16 | 8:00 AM - 5:00 PM ET

## Communities of Interest



# Around the NVSBC (cont.)

## April/May Events Calendar

### APRIL 2025

M	T	W	R	F	S	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				
Please note: April 09 has two engagement meetings						

### MAY 2025

M	T	W	R	F	S	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Engagement Events
  Charlie Mike
  Conferences
  Special Events
  Federal Holidays

**Click on Event Dates to Link to Online Information.**

## WHY A PORTFOLIO

A contract portfolio is the complete collection of agreements that an organization maintains with its vendors, clients, partners, employees, and other stakeholders. Rather than viewing each contract as an isolated document, a portfolio approach treats these agreements as interconnected assets that should be strategically managed together. Business owners need to be aware of several key considerations when assessing a portfolio structure:

### Benefits of a Contract Portfolio

- **Risk Mitigation:** Spreading your business across multiple contracts reduces dependency on any single client or project, protecting you from severe financial impact if one relationship ends.
- **Stable Revenue Streams:** Different contract types (long-term vs. short-term, retainer vs. project-based) can provide consistent cash flow throughout business cycles.
- **Market Adaptability:** Diverse contracts allow you to pivot easily when market conditions change, or new opportunities emerge.

### Key Considerations

#### Legal and Compliance Aspects

- **Varying Terms and Conditions:** Each contract may have different legal requirements, termination clauses, and liability provisions.
- **Industry-Specific Regulations:** Different sectors may have unique compliance requirements you'll need to manage simultaneously.
- **Jurisdictional Differences:** Contracts across different regions may be subject to varying laws and regulations.

#### Operational Challenges

- **Resource Allocation:** Managing multiple contracts requires careful distribution of staff, time, and resources.
- **Quality Control:** Maintaining consistent quality across diverse projects can be challenging.

- **Administrative Overhead:** More contracts mean more paperwork, reporting requirements, and relationship management.

#### Financial Considerations

- **Profitability Analysis:** Not all contracts contribute equally to your bottom line; regular assessment is necessary.
- **Cash Flow Management:** Different payment terms across contracts require sophisticated cash flow planning.
- **Tax Implications:** Various contract types may have different tax treatments and reporting requirements.

#### Best Practices

- **Centralized Contract Management System:** Implement a system to track key dates, obligations, and performance metrics across all contracts.
- **Regular Portfolio Review:** Periodically assess your contract mix to ensure it aligns with your business strategy and risk tolerance.
- **Standardized Processes:** Develop consistent approaches to contract negotiation, execution, and management while allowing for necessary customization.
- **Relationship Management:** Invest in maintaining strong relationships with all clients, regardless of contract size.
- **Continuous Learning:** Stay informed about industry trends and regulatory changes that might affect your contract portfolio.

By thoughtfully managing a diverse contract portfolio, business owners can build resilient operations while positioning themselves for sustainable growth.

Next month, "Understanding Contract Portfolios".



*Marie Myszkier is the Director of Training at NVSBC*

## Working through Chaos and Commotion!

In times of business uncertainty, it is crucial for business owners with contracts, as well as those seeking them, to remain vigilant and adaptable. The current landscape may present challenges, but it also offers opportunities for those who are prepared. To navigate any chaos, it is essential to stay informed about policy changes and maintain open lines of communication with government agencies. By doing so, you can anticipate potential disruptions and adjust your strategies accordingly. Additionally, diversifying your client base and exploring new markets can help mitigate risks associated with reliance on government contracts.

To keep your business on track, focus on strengthening your internal processes and enhancing your operational efficiency. Invest in technology and training that can improve productivity and resilience. Building a robust network of partners and suppliers can also provide

support and stability during uncertain times. Remember, flexibility and proactive planning are key to weathering any storm. By staying agile and prepared, you can turn challenges into opportunities and ensure the continued success of your business.

Additionally, I encourage you to regularly visit [NVSBC.org/events](https://www.nvsbc.org/events) for valuable networking opportunities that can help you stay connected and informed. As a matter of fact, I will see you at VETS25. 😊



*John Cochran is the Consulting Manager at NVSBC*

A photograph of three people (two men and one woman) sitting around a table in a meeting, looking at documents. The image is partially obscured by a white graphic overlay containing logos and text.

  
VetFedConsult

 **National Veteran Small Business Coalition**

VetFedConsult Sponsored by:

 **BOEING**

## 2025 DC Metro Area Mentor-Cohort



National Veteran  
Small Business  
Coalition

### MEET OUR DC METRO AREA MENTOR-COHORT

# THANK YOU TO



NVSBC launched its first DC Metro Mentor-Cohort in April 2024 with the generous sponsorship of M&T Bank - our very first sponsor of a regional cohort.



**Angela Harpalani**  
Dimensional Concepts, LLC



**John Huggins**  
Broadband Connect, LLC



**Shanthan Toddi**  
Vizlesan Inc



**Mark Jones**  
Konvivial LLC



**Miguel Ingle**  
MJL Holding Enterprise



**Lalini Pillay**  
LALINI ENTERPRISES LLC

### Thank you, M&T Bank!

Did you know that...

- ☆ Each cohort participants in a 9-month intensive experience.
- ☆ This DC Metro Mentor-Cohort is 1 of 7 Cohorts where NVSBC invested in 56 Fellows across the country thanks to the generosity of sponsors like M&T Bank.
- ☆ Cohorts are backed by NVSBC Senior Fellows and NVSBC Subject Matter Expert Senior Fellows
- ☆ Fellows receive support to attend regional NVSBC engagement events.
- ☆ A full scholarship to attend our annual VETS Conference in May is the culminating event for each cohort.

# Other Events

## April 2025 Partnership Deals

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NVSBC member organizations can 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](mailto:members@nvsbc.org) with respective details.

### FULLY PROMOTED BETHESDA - RESTON

During this challenging time in government contracting, ALL veteran owned businesses will receive the following discounts when ordering their decorated apparel, promotional products and trade show booths and displays from Fully Promoted Bethesda and Reston. We help our customers Attract, Retain and Engage their customers and employees!"

1. 10% off EVERY order. FOREVER!
2. Free Set Up and proofs on all apparel orders
3. Free logo conversion to an embroidery file, normally \$49-\$69 (logo less than 10,000 stitches)
4. 2 free Spec samples per year on select promotional products.

NVSBC Members: Login to your VetFedConnect account to contact the POC to access your exclusive member benefits!

## Membership and Sponsorship Supports NVSBC Programs

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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!**

## Federal Procurement Events

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

# Other Events (cont)

## Member Spotlight

**NVSBC Members, share your recent govcon successes with us! We want to celebrate your achievements from the past 6 months, such as awards, public recognition, new contracts, mentor-protégé relationships, new hires (especially veterans), or acquisitions.**

**Complete this form to let us know about your triumphs at the [link here](#).  
Your successes inspire our community, and we're excited to highlight them!**

NVSBC celebrates NVSBC Member, Donald Mills, Mills Marine and Ship Repair, Suffolk, who will compete for the state and territory **National Small Business Persons of the Year Award!**

Mills Marine & Ship Repair LLC, is committed to being a leader in the shipbuilding and ship repair industry, providing top-notch service to their customers

To read more about this awesome announcement, visit the link [here](#).



**CONGRATULATIONS!!!**



**The NVSBC would like to recognize and celebrate your GovCon success!**

# Upcoming NVSBC 2025 Events

## ALL SYSTEMS ARE GO! MEET US NEXT MONTH AT THE VETS25 CONFERENCE!!

**41** days and counting! The VETS25 Conference is on track to be our largest event ever! With significant news breaking every day in the GovCon ecosystem, the VETS25 Conference will provide keen insights and fresh viewpoints on future growth opportunities for small business in the government contracting and products markets.

Attend the VETS25 Conference to gain the latest available updates, network with teaming partners and 125+ speakers, and be a part of the largest – **and the only!** – in-person conference for the entire Veteran small business community in 2025!

All systems are GO!

- Our largest **Exhibit Hall** ever (174 booths) is **Sold Out**
- Our **Sponsorships** are nearly sold out! Sponsor today!

- **Attendee registration** is well ahead of last year which was our largest event in the history of NVSBC!

NVSBC is the nation's leading non-profit organization providing Training, Networking, and Advocacy for Veteran and other small business entrepreneurs who continue to serve our country as government contractors.

Attend VETS25 and gain valuable insights to become and remain Procurement Ready, delivering the highest quality services and products to meet federal requirements.

**Did you know that NVSBC members save \$200 when registering for VETS25? To maximize your savings and enjoy year-round benefits, [Join NVSBC](#) before registering.**

The graphic features a city skyline at night with lights reflecting on water. At the top center is the NVSBC logo, a circular emblem with 'National Veteran Small Business Contractors' around the perimeter and 'NVSBC' in the center. Below the logo, the text reads 'REGISTRATION OPEN & SPONSORSHIPS AVAILABLE' in white, bold, sans-serif font. At the bottom, 'VETS25' is written in large, blue, bold, sans-serif font, with a white star inside the '0' of '25'. To the right of the graphic is a white rectangular box containing the event details: 'MAY 13-16, 2025' and 'Rosen Center in Orlando, FL' in bold blue text. Below this is a paragraph: 'The Nation's Leading VSO-Sponsored Training, Networking, and Advocacy Event for Small Businesses Serving as Federal Contractors'. At the bottom of the box is a QR code and the text 'Scan QR Code for Early Access Alerts'.

# Upcoming NVSBC 2025 Events (cont)

## It's Time! Sponsor the NVSBC Golf Tournament and Reserve Your Foursome



Sponsorships are now open for the NVSBC Educational Fund Charity Golf Tournament. Join the list of companies stepping up and standing out!

Sponsors allow NVSBC to make this event extra special, from the beverage carts to the swag to the engagement luncheon at the Army-Navy Country Club in Arlington, VA. Even more importantly, our sponsors also help the Tournament have a lasting impact on member education all year long.

### **The Perks of Sponsorship**

All sponsors will enjoy recognition on the website, registration, and signage at the event. And at the tees and putting greens! But the real benefit is having a foursome reserved just for you because this event sells out year after year.

There's a sponsorship for every price point, from our Birdie Sponsors at \$15K to a T Box Sponsor at \$350. This year, we've expanded to include a new Bourbon Tasting Sponsor and On-Course Food Station Sponsors.

### **See all Sponsorship Opportunities**

See this year's Sponsorship details in the [Sponsor Prospectus](#).

Golfers: Mark your calendar for open registration starting on April 21. All registered golfers will play 18 holes on one of the beautiful courses at the Army-Navy Club, riding in a shared cart, and enjoying breakfast, on-course beverages and snacks, a buffet lunch, and sponsored gifts. See the Tournament website at [2025 NVSBC-EF Golf Tournament](#) for full details and photos from past events.

# NVSBC Board of Directors

## Spotlight on NVSBC Board of Directors



National Veteran  
Small Business  
Coalition

### MEET THE NVSBC BOARD OF DIRECTORS



**Robert Betters**  
President



**Phillip Panzarella**  
Vice President



**Robert Santmyer**  
Treasurer



**Neeraja Lingam**  
Secretary



**William J. Belknap, Sr.**



**Norris Middleton**



**Nancy Langer**



**Al Sowers**



**Erica Dobbs**



**Irene Vaishvila Glaeser**



**Venus Quates**



**Tim Ross**



**Scott Thompson**



**Dr. Robin Desmore,  
PhD**



**Akinwande Oshodi**



**Brad Reaves**

Join us in Orlando, Florida for **VETS25, May 13-16, 2025** and have an opportunity to meet the inspiring members that make up the NVSBC Board of Directors.

The NVSBC Board of Directors upholds their duties of care, loyalty, and obedience, leveraging their collective knowledge, expertise, and wisdom to actively support the organization's mission and values with dedicated commitment and principled leadership. Learn more about our Board Members at the link [here](#).

# NVSBC Board of Directors Spotlight (cont)

## Bill J Belknap, Sr.

**Q: If you're a business owner, please tell us about your business (name, services, NAICS code, and one accomplishment that you're proud of)**

**A:** AEONRG LLC provides construction and mechanical, electrical and plumbing services to federal government clients. Primary NAICS code is: Construction or 236220. Proud to have grown a company from "scratch. Many organizations assisted with vetting my business plan (SCORE, SBDC, VIP, CCCB&I and NVSBC) that led to bidding and winning government contracts. Since inception, AEONRG has been awarded over 200 government contracts. Each project has its own story. One example is a design build of a building addition incorporating prefab components and a designed foundation. I visited the prefab location in Georgia during its build. Inspecting the building, overseeing its delivery and emplacement the completed modules before turning over the new structure to the customer. This occurred at a VA Medical Center and the building's new occupants, facility engineers, have now planned and executed over a hundred new projects to increase veterans' health and welfare.

Website: [aeonrg.com](http://aeonrg.com)



**Q: What's your best advice for today's GovCon business owners?**

**A:** The new Administration has chosen to reduce the government causing increased uncertainty and reduction in forces. This has also led to the cancellation of numerous government contracts greatly negatively affecting veteran small businesses. My recommendation is that small businesses become even more agile, adapt to the current realities with an understanding of customers' needs and requirements. Stay even closer to customers, listen to their concerns, and pursue adding value to the customer with your most competitive goods and services that you can provide. The federal government will remain the nation's largest consumer of goods and services. Critical infrastructure and critical services are a great place to offer goods and services to the federal government as they are seeing significantly less impact on the current federal government reductions.

**Q: Based on your experience, what do you see as the biggest opportunities and challenges facing veteran-owned businesses in today's federal contracting landscape**

**A:** Stay in touch with organizations like NVSBC to understand the current climate and future opportunities in federal government contracting. Partner with others where you need their skill sets to bid on contracts. Adapt to the current realities. Service contracts that AI has determined are "no longer needed," such as coaching, consulting and training keep your clients updated on why they are important to the organization or, move on to critical services that agencies must have to operate successfully.