



AUGUST 2025 FIRST CALL

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be here as a
SPONSOR

NEW DATA ON TODAY'S GOVCON MARKET



according to Higher Gov, amounted to \$759 billion. That means contracting was down a modest 8% over last year. Higher Gov tracked down a total of \$80.9 billion in cuts; \$70.4 billion issued by civilian agencies, and \$10.6 billion issued by defense.

If you had most of your contract awards at USAID your company got hit hard. If you had contracts at the Veterans Administration you may also have experienced some pain. Yet to put this in perspective, across all government agencies, according to Higher Gov, only 12,000 contracts were cancelled by the government and not restarted. In short, less than 5 percent of all contracts issued annually were terminated (but if your company was involved, it certainly was no small matter.)

Finally, Higher Gov reported that the "federal workforce has not grown in 35 years" and that contractors will continue to "fill the gap," signaling a bullish long-term outlook for government contracting companies like SDVOSBs.

The Gauge Report

The 2025 Gauge Report – the annual government contracting benchmark exercise issued by Cohn Reznick and Unanet – just came out this summer, and also signaled that government

This has been a challenging time for veteran small business owners buffeted by changes in nearly all federal agencies. For many years the government contracting industry seemed a bulwark of stability and reliability. No more. Change has come to our market and, while the general consensus is that government contracting is here to stay, and small businesses can still prosper, navigating these choppy waters is a must do.

To help you get your sea legs take a moment to review two new reports just out that provide some data on the first six months of the Trump Administration – one from Higher Gov, the data provider, and the other an annual benchmarking exercise called, "The Gauge Report."

Higher Gov Report

Total contracting awards in 2024,

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contracting is here to stay, but that this market is being impacted by a variety of "pressures."

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Author: Nancy Langer, Board member, President, [sbLiftOff](#)

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

| | |
|-------------------------------|-------------------------------------|
| Capital Bank, NA | National Renewable Energy |
| Credence Validation Group | Laboratory/Alliance for Sustainable |
| D2X Construction LLC, dba D2X | Energy, LLC (NREL) |
| Associates | Valor Technologies |
| Ghost Ops Security | ValorTech.AI LLC |
| GillmanBagley | VOICE Solutions |
| Intrepida Group Inc. | |

Renewed Members

| | |
|--------------------------|-----------------------------------|
| 3C Industrial, LLC | Red Duke Strategies LLC |
| ALD & Associates LLC | South River Federal Solutions LLC |
| American Tool and Mold | Stockdale Industries |
| Avant-Garde Concepts LLC | STRAGISTEX |
| CWH Group, LLC | T & T Materials |
| FusionICS, LLC | Texas Veteran Security LLC |
| J & B Hartigan, Inc | Vets2PM, LLC |
| One Federal Solution | |

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. Click on the “Join NVSBC Today” button below and begin receiving access to the benefits of NVSBC membership.

- **Representation** as part of the coalition through our [advocacy work & legislative agenda](#)
- **Exclusive access for members only**
 - Strategy & Legislative Newsletters
 - Tailored Presentations & Training Sessions from past and current Engagement events + VetFedAcademies
- **Discounted pricing** for **ALL** individuals within your organization’s membership at NVSBC Training, Engagement/Networking, and Advocacy events including our DC Metro Engagement Dinners,

Annual Awards Gala, and VETS Conference

- Engagement Dinners: \$20 discount per person, per event
- VETS Conference: \$200 discount per person
- Awards Gala: \$25 discount per person
- **Access to VetFedConnect Directory**, providing access to thousands of contacts within the GovCon ecosystem
- **Early access**
 - Priority access to resources and information when available
- **Voting privileges** for membership by-laws, board membership, and more
- **Exclusive Partner Deals & Discounts**



Lead Article: NEW DATA ON TODAY'S GOVCON MARKET (cont)

Respondents to this survey were largely optimistic about the future – 65% of business owners said they thought good things were in store for their companies. However, nearly 8 in 10 respondents – a large majority – said they were experiencing challenges winning new contracts. That complaint was up by 14.5 % compared to last year, according to this report, meaning most owners feel this way.

6. Fewer environmental related compliance requirements in contracts/grants

Those SDVOSB companies nimble enough to adapt to these trends will find themselves with an enviable competitive advantage: that's because the total number of small businesses serving the federal market is continuing to decline even as the total dollar awards to small businesses have been on an upward trajectory.

In sum, for those veteran business owners capable of navigating the next few years, government contracting still offers a trusted customer with plenty of money to spend, evolving appetites, and the opportunity to serve our country again, this time as business leaders.



The Gauge Report predicted 6 big trends for the rest of this year:

1. Simplified contracting process and shorter procurement timelines
2. Greater use of firm fixed price contract types
3. A new and shorter Federal Acquisition Regulations (FAR)
4. Terminations for Convenience for contracts out of step with the Administration
5. Increased contract/grant funding for new & emerging technologies

Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted the Colorado Springs Engagement Dinner on 16 July 2025. Our guest speaker for the evening was Paul Hawkins, Corporate and Government Contracts Attorney, Gentry Locke.



NVSBC exhibited at the National HUBZone Conference, 21-24 July in Chantilly, VA. Our Director of Development, Adelaide Kahn is pictured with Josh Frank and Earl Morgan.



Around the NVSBC (cont.)

Calls to Action

August 2025

**HAMPTON ROADS ENGAGEMENT
LUNCH**

THR | AUG 7 | 11:00 AM - 2:00 PM ET

**2025 CHARITY GOLF
TOURNAMENT**

MON | AUG 11 | 7:30 AM - 4:00 PM ET

September 2025

**DC METRO ENGAGEMENT DINNER
& VETFEDACADEMY**

WED | SEP 10 | 4:00 PM - 8:30 PM ET

TAMPA ENGAGEMENT DINNER

WED | SEP 17 | 5:30 PM - 8:30 PM ET

Communities of Interest



Around the NVSBC (cont.)

August/September Events Calendar

AUGUST 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 |
| | | | | | | |

SEPTEMBER 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  Virtual Training  Conferences  Special Events  Federal Holidays

Click on Event Dates to Link to Online Information.

Oh No! I Didn't Prep for Fiscal Year End – Now What??

The federal government's fiscal year ends on September 30th, and prior to the fiscal year closing; especially July-September, agencies often rush to spend remaining budget funds.

So perhaps you didn't prep for fiscal year end – is it still worthwhile to jump into the fiscal-year end game? This time of year, in federal GovCon still creates opportunities even if you're starting late. Here is how you can still benefit:

1. Focus on quick-turnaround opportunities:

- Look for simplified acquisition opportunities (under \$250,000)
- Target set-aside contracts for small businesses
- Pursue sole-source opportunities if you qualify (SDVOSB, etc.)
- Become a subcontractor to prime vendors who already have contracts

2. Target agencies with high remaining budgets:

- Use USASpending.gov to identify agencies with unspent funds
- Focus on agencies historically known for Q4 spending (DoD, etc.)
- Look for year-end spending announcements on [SAM.gov](https://www.sam.gov)

3. Prepare for quick response:

- Have capability statements ready
- Ensure SAM.gov registration is current
- Prepare pricing templates for fast quotes
- Have past performance references ready

4. Network aggressively:

- Contact contracting officers directly
- Reach out to small business specialists at target agencies
- Connect with prime contractors looking for last-minute subcontractors

5. Position for next fiscal year:

- Use this time to build relationships for FY2025
- Get on agency forecasts for upcoming opportunities
- Schedule capability briefings for October-December

Remember that while you can still capture some opportunities, you're competing against vendors who have been preparing all year. Focus on being responsive, flexible with pricing, and ready to deliver quickly.



*Marie Myszkier is the
Director of Training at
NVSBC*

Top 5 Training Gaps That Keep Small Businesses from Winning Federal Contracts

Securing federal contracts can be a game-changer for small businesses, but many fall short not because of lack of potential, but due to gaps in training and preparation. If you're a business owner aiming to break into the federal marketplace, understanding and addressing these gaps can dramatically improve your chances of success.

1. Incomplete Understanding of the Federal Acquisition Process

Many small businesses dive into contracting without fully grasping how the federal government buys goods and services. This includes not understanding procurement methods, contract types, and the Federal Acquisition Regulation (FAR).

Solution: Invest in foundational training on the FAR and federal procurement cycles. SBA and APEX Accelerators offer free workshops that clarify these processes.

2. Weak Capability Statements

A capability statement is your business's resume for federal buyers. Many small businesses either don't have one or create one that lacks clarity, focus, or relevance.

Solution: Attend workshops, book a consultation, or mentorship sessions focused on crafting effective capability statements. Make sure yours includes core competencies, differentiators, past performance, and contact information.

3. Poor Proposal Writing Skills

Writing a winning proposal is both an art and a science. Businesses often struggle with interpreting

solicitations, responding to requirements, and presenting their value clearly.

Solution: Seek training in proposal development and review past successful proposals. Consider mentorship from experienced contractors or proposal consultants.

4. Lack of Compliance Awareness

Federal contracts come with strict compliance requirements, ranging from cybersecurity standards to labor laws. Ignorance of these can lead to disqualification or penalties.

Solution: Take compliance-focused training courses and stay updated on regulations relevant to your industry. Partnering with a compliance consultant can also be beneficial. Book an appointment now, so we can point you in the right direction.

5. Limited Networking and Relationship Building

Federal contracting isn't just about paperwork, it's also about relationships. Many small businesses miss out because they don't engage with agency procurement officers or attend industry events.

Solution: Train yourself and your team on strategic networking. Attend federal contracting events, join relevant associations, and build relationships with decision-makers.

Final Thoughts

Training isn't a one-time event, it's an ongoing investment in your business's future. By identifying and addressing these five gaps, you position your company to not just compete, but to win in the federal marketplace.

Need help getting started? Reach out for personalized consultation or join one of our upcoming training sessions. (nvsbc.org/events) Let's elevate your contracting game!

John Cochran is the Consulting Manager at NVSBC



Development Dispatch – Driven by Support

Once upon a time, fundraising meant incessant phone calls, badgering emails, and scientifically timed letters in the mail. Fast-forward to today, and development looks a little different, as the modern donor wants impact, transparency, and maybe even a QR code.

As the philanthropic world evolves, so do we. The ask is no longer just, “Will you give?” It’s, “Will you partner with us to drive lasting change, provide thought leadership, and maybe even do a Virtual Training?” Outcomes are the new overhead. And thankfully, we’ve got supporters who not only get it but are leading the charge with us.

Because let’s face it: growth in this space doesn’t happen because of trends alone. It happens because our supporters see beyond buzzwords and into the heart of what we’re building. They’ve given more than just dollars, they’ve offered trust, insight, time, and the occasional very helpful shoutout on LinkedIn. We notice. We appreciate it. And we couldn’t do this without you.

So, while we consistently look for ways to grow and adapt as an organization, embracing streamlined programming, a new website (stay tuned!!), and events tailored to meet the needs of our constituents, our gratitude is decidedly old school: heartfelt, sincere, and enduring.

To our sponsors and supporters: thank you for funding the mission and fueling the momentum by choosing to invest in us. You’re not just supporting a cause; you’re shaping its future.

To those who will be golfing with us this month, swing into your best game! We are extremely grateful for your support of this foundational fundraising event.



| Lunch Sponsor | Hole-in-One Sponsors |
|--|---|
| SDV OFFICE SYSTEMS | Clark Hill NAVY FEDERAL Credit Union |
| Beverage Cart Sponsors | Player Swag Bag Sponsor |
| DTS Changing business. Delivering results. NEW ORLEANS BUILT TO HOST NEW ORLEANS CONVENT | MSTI Your Vision - Our Mission |
| CohnReznick | |
| Golf Ball and Event Photography Sponsor | Golf Scorecard Sponsor |
| AEONRG | DuraBante |
| Flag Sponsor | Golf Towel Sponsor |
| THE AVERY GROUP EMERALD TECHNICAL SOLUTIONS Parrot Surety | penbay |
| Map Sponsor | Skills Sponsors |
| PAT+FINDER CONSULTANTS | JODER COMMUNICATIONS MARATHON TS Wendroff & Associates NATIONAL ACADEMY OF ARTS |
| T Box Signage Sponsors | |
| BlueCross BlueShield Global GDIT BLUESTREET HANG PANZARELLA CONSULTING SAG RK CONFERENCES & EVENTS SPAHR | |

Other Events

August 2025 Partnership Deals

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 with respective details.

Featured Partner Deal

EXCLUSIVE NVSBC PARTNER DEALS - JUST FOR MEMBERS!

Access special discounts and offerings with our NVSBC Partner Deals, available only to NVSBC member organizations and their teams. These Partner Deals feature essential products and services tailored specifically to support your business growth and success.

Are you a NVSBC Member organization wanting to offer special discounts or offerings on your products or services to fellow members? If so, contact: Janelle Askew at janelle.askew@nvsbc.org

NVSBC Members: Log into VetFedConnect now to see the exclusive offerings available to you.

Your NVSBC membership is your key to these exclusive benefits and offerings.

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 a Federal Procurement Event you'd like NVSBC to consider adding to this page, please contact 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!



The NVSBC likes to celebrate member organization [Fluet](#) Government Contracts Practice on Earning a Prestigious Ranking!

Fluet has announced the firm's Government Contracts Practice has been recognized as "Highly Regarded" for Government Contracts in the USA – Nationwide by [Chambers and Partners](#) in its prestigious Chambers USA Guide 2025!

As the only boutique national security law firm with a Chambers nationally ranked Government Contracts Practice in this category, this achievement underscores Fluet's exceptional legal capabilities serving aerospace, defense, intelligence, and dual-use technology clients.

Help us celebrate Fluet on this amazing achievement and read the full press release at the link [here](#).

CONGRATULATIONS!!!



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

Upcoming NVSBC 2025 Events

Awards Gala Sponsorship Open – Nominations Open Next Week!

Come in your best dress and celebrate with us at The NVSBC Veteran Small Business Advocate Awards Gala!

This event will be held on **November 6th** at Falls Church Marriott Park, Falls Church, VA.

Sponsorships are open and can be a great way to accomplish your marketing goals and reach your targeted audience while receiving tremendous value & brand recognition through a variety of digital, in-person, and different mediums.

Nominations will open next week.

This event will be attended by:

Veteran-Owned Small Businesses, Large Primes, Federal Agencies, Service Providers, and more! Almost 400 individuals joined us last year to Recognize Federal Agencies and GovCon Primes that Fuel Veteran Small Business in America.

We have a few innovations this year that will also make the event special and celebratory! We look forward to celebrating with you all at this year's Awards Gala!

To view Prospectus and sponsorships, visit the links below:



Upcoming NVSBC 2025 Events (cont)

News You Can Use: Upcoming Opportunities

"At Red Team, AI is not replacing how we're supporting clients or running our company. In fact, as we better learn AI and understand how to apply it to our own company growth, it has allowed us to focus more effort and time on our client relationships, partnerships, and delivery success." - Jeff Shen, President of Red Team"

Red Team Consulting, LLC (Red Team) is a strategic growth consultancy that helps companies scale in the government contracting market. Over our 20+ years, we've helped thousands of companies achieve their growth targets with our full lifecycle business development, capture, proposal development, and training services. Artificial intelligence has been talked about for decades on how it would revolutionize human life and society.

Read more about how to use AI in GovCon in this article, "Using AI in GovCon: Practical Lessons, My Journey, and an Open Invitation" at the [link here](#).



Virtual Meet & Greet with HUD

The U.S. Department of Housing and Urban Development's Office of Small and Disadvantaged Business Utilization (OSDBU) is hosting a virtual Meet & Greet via TEAMS for vendors interested in doing business with HUD. This 90-minute session, planned for August 21, will be a great opportunity for veteran small businesses to connect directly with the OSDBU team, showcase their unique capabilities, and explore partnership opportunities. Veteran small businesses can reach out directly to SmallBusiness@hud.gov by August 13 if you are interested in signing up for August 21 or future calls. Invitations for the August call will be sent on a first come first serve basis. Any overflow will be added to future calls. Please also note, HUD's recently updated Forecast of Contracting Opportunities can be found at: www.hud.gov/smallbusiness.

