



JANUARY 2024 FIRST CALL

Your logo could be here as a SPONSOR.

Welcome to 2024!



As I reflect on 2023, I am proud of all that we, collectively as a coalition, accomplished in support of and on behalf of Veteran Owned Businesses!

As an organization, your recognition of the value of NVSBC programs resulted in a sold out VETS23 Conference, Charity Golf Tournament, and Awards Gala! Our value and support to the Veteran Owned Business community was recognized by the SBA and the JPMorgan Chase Foundation with significant financial investments in our growing and maturing consulting and mentoring programs. AND...our advocacy efforts on your behalf resulted in achieving a decades long goal to increase the SDVOSB set aside from 3% to 5% as well as closing the loop on subcontracting self-certification.

I am confident that NVSBC and the Veteran GovCon community are ready to take both head on! You can expect ever expanding opportunities to engage in the marketplace.

You can participate in continued strong and relevant training and engagement opportunities at all our events – both in person and virtually which are focused on your business and procurement readiness and providing specific and focused growth opportunities for you and your business. NVSBC will continue to aggressively represent you on Capitol Hill and with federal agencies to ensure federal policies continue to adapt to favorably support veteran owned small businesses.

2024 is the year of SDVOSB certification! The elimination of prime self-certification across all agencies became effective on 1/1/24 and the corresponding elimination of self-certification for subcontractors will move forward through 2024 and going into 2025, the Veteran GovCon ecosystem will face challenges navigating certification waters. NVSBC stands ready to support your technical needs as well as monitoring and ensuring that certification continues to be a smooth and efficient process at the SBA.

Together, let's make 2024 your best year ever!

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Scott Jensen is the Executive Director of the National Veteran Small Business Coalition and is a Service-Disabled Veteran-Owned Small Business owner.

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

Agile Vector, LLC
B&M Construction Inc
DAE Management Services LLC
Daisy Disposal
Dante Armour
Firebird Analytical Solutions & Technologies
Fluet
Franco Hauling LLC
Gade Global Solutions

Insider Forensics LLC
Lum, Digg and James LLC
Primordial Ventures LLC
SECPRO, LLC
SHEPRA, Inc.
The Charles Stark Draper Laboratory, Inc.
VSINGH CPA LLC
WSM Unlimited, LLC

Renewed Members

ADIT Solutions Inc.
Allaires Management Consulting Firm
ANASEC, Inc.
Battelle
Business Research Services, Inc - Set Aside Alert
C&W Consulting LLC
CLASS zero3
Concurrent Technologies Corporation
Corps Medical Supply
Dimensional Concepts, LLC
DuraBante LLC
Event Center
Fairfax County Economic Development Authority (FCEDA)

GovContractPros, LLC
GovForce Inc.
Gsec LLC
Innovative Management Concepts
Loch Harbour Group
Management Support Technology Inc. (MSTI)
Minerva 6 Group
Panzarella Consulting LLC
Peraton
PingWind Inc
SAG Corporation
SDV Office Systems, LLC
Special Investigations Limited Company
Strategic Alliance Business Group, LLC (SABG)



National Veteran
Small Business
Coalition

REGISTER NOW!

FEBRUARY 28, 2024 | 8:00 AM - 3:00 PM

Online or in Person

VETERAN ACCESS TO CAPITAL SYMPOSIUM

George Mason University, Arlington Campus
3351 Fairfax Dr
Arlington, VA 22201



Presented by

JPMORGAN CHASE & Co.

In partnership with



Costello College of Business
Greg and Camille Baroni Center
for Government Contracting



Coalition Celebrations



Meet the VSA Team, from left to right: Buzz Hawley, Mike Shupp, Jennifer Cave, and Lauren Bresette



VSA helps to provide a detailed review of the current legislative actions, insights on the potential impacts of this legislation on Veteran small businesses serving as federal contractors, and our federal advocacy activities in each monthly edition of NVSBC's Strategy & Legislative newsletter. This newsletter is the award-winning source of Federal Insights for Veteran Small Business GovCons. This publication is distributed mid-month to **NVSBC member organizations** to provide updates on NVSBC legislative initiatives on behalf of Veteran small businesses.

Coalition Celebrations



NVSBC co-hosted the Joint Holiday Social in Tampa, FL this past December where new connections were made and NVSBC was joined by friends of the Coalition.

Around the NVSBC

Coalition Celebrations



NVSBC was joined by GovForce for the 2023 December DC Networking Dinner + VetFedAcademy event.



Calls to Action

January 2024

TAMPA NETWORKING DINNER

WED | JAN 17 : 5:30-8:30 PM

DC NETWORKING DINNER & VETFEDACADEMY

WED | JAN 24 | 4:00 PM - 8:30 PM ET



February 2024

HAMPTON ROADS NETWORKING LUNCH

THU | FEB 1 | 11:00 AM - 1:00 PM ET

HUNTSVILLE NETWORKING LUNCH

THU | FEB 8 | 11:00 AM - 1:00 PM CT

DC NETWORKING DINNER & VETFEDACADEMY:

TUE | FEB 13 | 4:00 PM - 8:30 PM ET

SAN DIEGO NETWORKING DINNER

WED | FEB 21 | 5:30 PM - 8:30 PM PT

VETERAN ACCESS TO CAPITAL SYMPOSIUM

IN-PERSON & VIRTUAL EVENT

WED | FEB 28 | 8:00 AM - 3:00 PM ET



Around the NVSBC

Calendar of Events

JANUARY 2024

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				

FEBRUARY 2024

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			



Networking Events



Charlie Mike



Conferences

BE A PART OF THE CONVERSATION! WE'RE TALKING ABOUT YOUR BUSINESS!

WHAT IS IT? The VETS24 Conference is the premier Federal small business event focused exclusively on **GROWING YOUR BUSINESS**. The VETS24 Conference brings together Federal Procurement Decision Makers + Large Prime Contractors + Procurement Ready Small Business Leaders for 4 days of non-stop Networking, Training, and Teaming! 60+ content-rich training sessions. 150+ Vendors & Teaming Partners on the industry's largest Exhibit Hall! Everything and everyone you need to Grow Your Business will be at the VETS24 Conference!

WHO ATTENDS? Small business owners & leaders looking for opportunities to expand and accelerate business growth! Large business leaders looking for top shelf teaming partners and suppliers! Federal agency representatives sharing their knowledge of acquisition pipelines! Trainers with direct hands-on GovCon experience and tips/tricks/techniques that they will actually share! The VETS24 Conference is the nation's most vibrant experience for everyone who participates in federal contracting.

WHEN IS IT! The VETS24 Conference is being held May 20-23, 2024. Monday – 4 pre-conference sessions. Tuesday & Wednesday – 2 days packed with 60+ training, 20 hours of match making, non-stop networking, and the largest exhibit hall of any small business event in the nation! Thursday – Master Class Sessions taught by the nation's leading experts!

WHERE IS IT? For the first time ever the VETS24 Conference is being held at the beautiful Rosen Centre in Orlando, Florida.

WIIFM (What's In It For Me)? Our VETS23 Conference attendees said it best!

- "Best conference I have ever attended in my 25 year career dealing with GOVCON."
- "The amount of knowledge that was at the VETS23 Conference, PLUS the willingness of the participants to share that knowledge and truly help another veteran out was a gamechanger for us."

- "Feels awesome to be supported by an organization that put together a conference with a legitimate agenda and attendees to truly make a difference for this veteran owned small business."
- "I felt the number of people attending this conference was AWESOME. I loved the speakers and the various topics. I love how interactive the VA were with all the attendees."

SPONSORSHIPS AND EXHIBITOR BOOTHS AVAILABLE NOW!

ATTENDEE REGISTRATION OPENS 1/17/24!

Save the date and make your plans to Sponsor, Exhibit, and Attend the VETS24 Conference!



Scott E. Semple, Senior Director - National Events

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

Around the NVSBC

VETS24 Conference

We are 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.

The VETS24 Conference is **NVSBC's premier annual event** focused entirely on **GROWING YOUR BUSINESS!** Bringing together procurement-ready small businesses with buyers & Procurement Decision Makers (PDMs) from both Federal agencies and large GovCon prime contractors, the VETS24 Conference is the nation's leading multi-agency small business event of the year!

Sponsorship & Exhibitor opportunities are now open!! Use the QR code or click on the image below to **register to Sponsor or Exhibit today.**



Registration will open January 2024

 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

The graphic features a background image of a city skyline at dusk with palm trees and a body of water reflecting the lights. The text is overlaid in various colors and fonts, including teal, white, and blue.

Calendar of Events

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



VSINGH CPA provides outsourced finance and accounting services to Government Contractors.

We help establish policies and procedures, process accounts payable, submit payroll, post labor, reconcile leave, prepare and submit monthly billing, review the general ledger, perform account analysis, close books, and issue financial reports on a monthly basis.

We assist clients with provisional billing rates, incurred cost submission, prepare cost disclosure statements, pre-award DCAA audit support, help with an approved

accounting system, and support post-award audits.

NVSBC members enjoy exclusive benefits, including a 10% discount on our services and a complimentary 30-minute consultation.

Link: [NVSBC Members: Login to schedule your consultation!](#)

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!**

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.

SUPPORT *FIRST CALL NEWSLETTER**
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

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.



We want to celebrate with you!! Click [here](#) (or the image above) to share your GovCon success with us for a chance to be featured in our FirstCall Newsletter! First Call audience is of 48,000+ in the GovCon community with an open rate of 39%!