



JULY 2025 FIRST CALL

Your logo could
be here as a
SPONSOR

Still Serving: A Call to Action for Veteran Entrepreneurs in GovCon



As a Veteran who has been in business for more than 18 years, I know firsthand the opportunities, challenges, and benefits of operating a small business. You see, Veteran-Owned and Service-Disabled Veteran-Owned Small Businesses (VOSBs/SDVOSBs) are more than government contractors—we're mission-driven leaders who continue to serve by building, innovating, and delivering. Our shared military experience gives us a unique edge: resilience, integrity, and a no-fail mindset. But navigating the GovCon world isn't easy or for the faint of heart. Regulations shift, competition tightens, and contract opportunities can seem out of reach without the proper support.

One key issue in our community is access—access to timely information, mentors, contract vehicles and capital. That's why being part of a

connected, experienced network matters more than ever. Your perfect partner is the National Veteran Small Business Coalition (NVSBC), which offers the resources, relationships, access to capital and advocacy we need not only to survive but thrive. Whether it's understanding upcoming procurement priorities or decoding a recent rule change, staying informed can be the difference between surviving and scaling. To my fellow Veteran entrepreneurs: stay in the fight. The skills that made you effective in uniform—adaptability, teamwork, discipline—are the same traits that will push your business forward. Don't go it alone. Build your network, ask for help, and share your lessons learned. Here is your Call to Action: If you haven't already, join NVSBC today. Plug into a powerful community of like-minded professionals. Attend our Engagement Dinners and Lunches. Volunteer for our Development Committee by contacting me personally. Let's lift each other up, shape the future of federal contracting, and ensure the Veteran voice remains strong in the GovCon space.

Author: Scott K. Thompson, Founder & CEO of [DuraBante, LLC](#) and NVSBC Board Member

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Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

Heptagon Information Technology LLC
iVisionX LLC
Mission Driven security solutions LLC
Prometheus Intelligence, Inc
The Family Image Center

Renewed Members

171Comply
Aalis Management Consulting
Alliance Cyber
Axios Investigations Firm, LLC
B3W Insights LLC dba B3W
Baker Botts L.L.P.
Black Box Safety, Inc
Business, Industrial & Institutional
Supply Co. (BIISCO)
CDO Consulting Services LLC
ClarityMinded Consulting
Cole Marie Austin LLC
Community Business Partnership
Custom Marketing Solutions LLC
Dwit & Hawkins LLC
Federal Contracts Corp
G&W Solutions, LLC
GD Resources LLC
Health Facility Solutions (HFS)
Company

HonorVet Technologies
IronArch Technology
MDC Global Solutions
Mission Six Enterprises
PilieroMazza PLLC
Revelations Counseling and
Consulting, LLC
RoDa Business Solutions
sbLiftoff LLC
Strategic All-Source Intelligence
Agency
The Craddock Group, LLC
The Gatewood Group, LLC
Veterans Enterprise Technology
Solutions, Inc.
Veteranson Inc.

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.



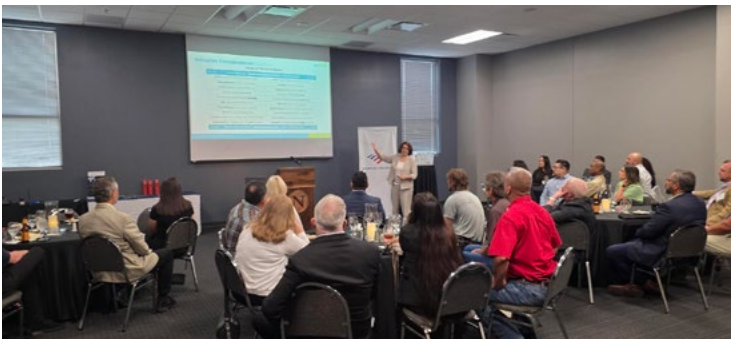
Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted the San Diego Engagement Dinner on 4 June 2025. Our guest speaker for the evening was [Anatalia Macik](#), CEO & Founder of Kanda Consulting.



The NVSBC hosted the San Antonio Engagement Dinner, sponsored by Bank of America on 26 June 2025. Our guest speaker for the evening was [Sharon Heaton](#), CEO & Founder of sbLiftOff and our Success Spotlight was [Steve Ritchie](#), CEO of Holtz Adams Construction.



Around the NVSBC (cont.)

Calls to Action

July 2025

**COLORADO SPRINGS
ENGAGEMENT DINNER (LAST
DINNER 2025)**

WED | JUL | 5:30 PM - 8:30 PM MT

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



Communities of Interest



Around the NVSBC (cont.)

July/August Events Calendar

JULY 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			

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

 Engagement Events
  Virtual Training
  Conferences
  Special Events
  Federal Holidays

Click on Event Dates to Link to Online Information.

Evolution of Our Learning Experience

After careful consideration and valuable feedback from our community, we're excited to announce our transition from the "Charlie Mike Training Series" to the NVSBC's "Virtual Training". This strategic rebranding reflects our commitment to clarity, accessibility, and the evolving needs of the GovCon community.

Key Reasons for Our Rebrand

Enhanced Clarity

The term "Virtual Training" immediately communicates the nature and value of our offerings. While the "Charlie Mike Training Series" carried a clever communications reference, we found that many participants—especially those new to our platform—weren't immediately connecting with its meaning or purpose.

Broader Accessibility

Our mission has always been to make GovCon knowledge accessible to all professionals in the GovCon space. "Virtual Training" uses universally understood terminology that resonates across different sectors of the GovCon ecosystem, from newcomers to seasoned experts.

Alignment with Industry Standards

The GovCon world values precision and clarity. Our new branding aligns with these values and industry terminology, making it easier for professionals to recognize, categorize, and justify participation in our educational offerings.

What Isn't Changing

While our name is evolving, our commitment to delivering exceptional educational experiences remains unwavering:

- The same high-quality, relevant content from industry experts
- Opportunities to connect with fellow GovCon professionals
- Practical, actionable insights you can implement immediately
- Convenient access from anywhere with an internet connection

Looking Forward

This rebrand represents not just a name change, but a renewed focus on our core mission: providing accessible, valuable training that helps GovCon professionals excel in their careers. Our training missions' key elements:

Flexibility That Fits Your Schedule

- Train whenever works for you - early mornings, late nights, or between meetings
- No commute time means more productive hours in your day
- Learn at your own pace without rigid classroom schedules
- Access to World-Class Expertise
- Learn from industry leaders and experts regardless of geographic location
- Exposure to diverse perspectives and methodologies

Practical Application in Real-Time

- Apply new knowledge to your business immediately
- Learn and implement in parallel rather than taking extended time away
- Test concepts in your actual business environment for immediate feedback

Personalized Learning Experience

- Focus on specific skills relevant to your business challenges
- Skip content you already know and concentrate on knowledge gaps
- Continuous Growth Mindset
- Keeps you at the cutting edge of industry trends and innovations
- Builds resilience through constant adaptation and learning

Evolution of Our Learning Experience (cont)

We're excited about this next chapter and look forward to welcoming you to our upcoming Virtual Training!

Check Out our YouTube channel [The National Veteran Small Business Coalition - YouTube](#) and some of our Presenters!

- ☆ Tom Eytcheson & Matthew Dicks: [“Telling Your Story with Data” with Tom Eytcheson & Matthew Dicks](#)
- ☆ Heidi Gerding: [Lessons Learned About Being a Federal Government Contractor](#)
- ☆ Anatalia Macik: [Mastering the Federal Proposal Development Process](#)
- ☆ Chris White: Navigating Legal Complexities: [Why and When Do GovCon's Benefit for Legal Expertise?](#)

Interested in Being a Presenter and Sharing Your GovCon Expertise?!

Are you a GovCon expert with valuable insights to share? We're looking for dynamic presenters for upcoming virtual training sessions. If interested, please contact us at [National Veteran Small Business Coalition](#).



*Marie Myszkier is the
Director of Training at
NVSBC*

NVSBC Training Corner (cont)

Fourth Quarter Fuel

Federal Contracting in Q4: What's Heating Up & How to Stay Ready

As business owners, we've been going full throttle. But now, in Q4, some of us are running on empty parked on the side of the road, wondering what's next.

NVSBC is here with a simple message: it's time to refuel and get back in the driver's seat.

As the federal fiscal year winds down (July–September), Q4 can feel like both a gold rush and a guessing game. Here's what's keeping owners up at night, and how to face it with clarity, confidence, and contracts in sight.

1. Year-End Spending Surge = High Stakes

Agencies are rushing to spend remaining budgets before the September 30 deadline.

Challenges:

- Short windows to respond
- Increased competition

Your Move:

- ✓ Keep your SAM.gov & DSBS profiles updated
- ✓ Monitor bid boards daily
- ✓ Prepare proposal templates in advance to act fast

2. Policy Shifts & Procurement Reform

Agency acquisition processes are evolving under new regulations.

Challenges:

- Delayed solicitations
- Uncertainty around new contract vehicles

Your Move:

- ✓ Attend agency webinars to stay ahead of reforms
- ✓ Maintain flexible capacity to adapt to shifting scopes
- ✓ Focus on building relationships with contracting officers

There are four additional challenges I'd like you to be aware of, and four strategic moves I believe you should make. I'd love to share them with you during a one-on-one consultation focused on your business and your current momentum.

Who Cares? NVSBC Cares."

Contact me using the form found here: <https://nvsbc.org/vetfedconsult/>



*John Cochran is the
Consulting Manager at
NVSBC*



Support Our Mission - Donate Today!



It's hard to believe that we're already into the waning half of the year, with 6 months of reflection behind us.

2025 has been about embracing change and transition. Nonprofits, just like businesses (small and large alike), have had to be flexible, pragmatic, and creative to thrive. In this vein, the NVSBC Education Foundation has grown stronger to be able to better address the evolving needs of VOSBs amidst shifting funding landscapes.

Our resilience is no accident, but is the product of steadfast leadership, trust within the Veteran small business community, and a strategic approach grounded in adaptability and long-term sustainability. It's additionally fueled by our committed partners who understand that investing in our programs drives success.

And resilience isn't just about weathering challenges; it's also about transforming through them. Every obstacle has sparked innovation, and as we continue to grow and adapt, we're more energized than ever to share our progress and accomplishments with you in the months ahead!

In the meantime though, we invite you to join us at our upcoming [Charity Golf Tournament](#), which will offer fantastic networking opportunities, while helping to enhance NVSBC-EF's programs and power our advocacy endeavors on behalf of VOSBs. Don't forget too, to save the date for this year's [Awards Gala](#), which will be held on November 6 at the Falls Church Marriot Fairview Park in Falls Church, VA! Information about the event will be forthcoming.

We look forward to the latter half of this year with optimism, as we work diligently in support of creating resiliency and triumph within our VOSB community.

Other Events

July 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!**

CONGRATULATIONS!!!



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

Upcoming NVSBC 2025 Events

Tee Off for a Great Cause Sponsorships and Teams Going Fast



35 DAYS LEFT! The NVSBC Education Foundation Charity Golf Tournament is back, and registration is still open! Join colleagues from across the industry on Monday, August 11, for a day of friendly competition at the beautiful Army-Navy Country Club, Arlington, VA.

Hurry to our registration page because we're expecting another record turnout—**and have already filled half the available teams!**

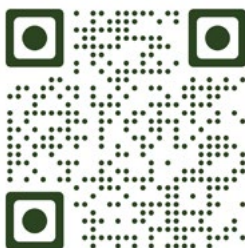
Register at: nvsbc.org/charity-golf

Want to guarantee your place at the tee box? Be a sponsor today! Many of our sponsorships include a foursome, plus

you'll support NVSBC's educational mission and showcase your business to an influential audience. With options to fit every budget, our [Sponsorship Prospectus](#) makes it easy to find the right fit.

Don't miss the most anticipated golf event of the year. Lock in your spot, support NVSBC's educational efforts, and get ready for great networking and fun!

We'll see you next month on the greens!



Upcoming NVSBC 2025 Events (*cont*)

Save the Date - 2025 Gala Awards

PLEASE SAVE THE DATE FOR THIS YEARS GALA HOSTED BY NVSBC.

NOVEMBER 6, 2025

sites.google.com/nvsbc.org/nvsbc-awards-gala-2025/home



Board of Directors Spotlight: Nancy A. Langer



When I co-founded [sbLiftOff](https://sbLiftOff.com) I knew that veterans faced difficulties selling their companies. In fact, about eight years ago I sat in an NVSBC event and heard an investment banker say, “SDVOSB companies are great lifestyle companies but they are not sellable.” Nothing could be further from the truth!

Over the years sbLiftOff.com has sold quite a few SDVOSBs. Our first veteran deal, HMS Technologies, was owned by Navy veteran Harry Siegel based in West Virginia. They had some valuable IT contracts and we sold them in a unique structuring deal involving two strategic buyers. This year sbLiftOff sold Mansfield Award winner and former NVSBC Board member Heidi Gerdig’s company, HeiTech Services, to a young veteran just starting out in business.

I wanted NVSBC to have more resources so as a Board member I started the group’s first fundraising committee, now ably chaired by Scott Thompson. We got some important wins from the likes of JPMC and Boeing. I’m thrilled to see NVSBC’s evolution as a mid-sized nonprofit under the leadership of Scott Jensen.

Government contracting is not for the weak of heart. But this is a rich market and the people who work in it are some of the most patriotic Americans I have ever known. As someone who has served in war zones on two continents I know we live in a dangerous world. The US military remains one of the most respected institutions in America for a reason. It just makes sense to use the capacity and creativity of veterans to advance the people’s business. Not only is NVSBC helping SDVOSB owners, we’re also helping America make better use of our heroes as business leaders and government innovators.

