



MARCH 2025 FIRST CALL

Your logo could be here as a SPONSOR

We Salute You: The Woman Veteran



Women have served in the U.S. military from land, air, and sea for well over two hundred years. When President Truman signed the Women in Armed Services Integration Act in 1948, women were officially integrated into the armed forces. It would be more than half a century, however, before we would be allowed to serve in all military occupational specialties. We turned out in numbers, clambering to raise our right hand and take the oath to serve our country. We were brave and fearless, and all we wanted was a fair shot.

We saw our male counterparts who served in combat related career fields getting the promotions and opportunities we hoped to have. We celebrated over time when those jobs, assignments and training

opportunities became open to women. Knowing the challenges that lay ahead did not stop us from forging on. Our faith, our families, our communities bolstered us to the finish line.

We were used to being the only woman in our formations. All eyes were on us, and we had a choice. We could meet and exceed expectations and standards; we could fight back against stereotypes; or we could go home. We did not go home, and we watched as our career opportunities increased and yes, our promotion potential. We had proven ourselves.

No one could stop us. We were triumphant now that the opportunities we missed were within our reach. We knew what we were getting into, and we did it! We want you to know how your pride and support bolstered us throughout this rich, historical journey.

Our skills, experience and ethics make us value added no matter what path we choose. We are entrepreneurs and CEOs, both of large and small businesses. We are financial professionals, marketing specialists, business development professionals; we provide critical operational support.

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We are your mothers, aunts, spouses, sisters, daughters, and friends. This Women's History Month, we celebrate you, the woman veteran. You have earned it!

Author: Irene Vaishvila Glaeser, CEO of Spahr Solutions Group and NVSBC Board of Directors member

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

ADA Technologies, Inc.
B. Frank Joy, LLC
Blue Advance
BSquare-Consulting LLC
CohnReznick
Courageous Leadership Alliance
Cyber Defense Technologies LLC
Deltek
Divray Koves
Dommes Consulting, Inc.
Encore Funding
HCG Consulting Solutions
I2P LLC
Incerta Strategy Partners, LLC
J.L. Moore, Inc.
Jetco Solutions
Kinectriq Partners, LLC
Mabbett & Associates Inc.
MTCG
Rising Star Resoruce Development Corp.
Summit Strategy
Veterans Impact Technologies LLC

Renewed Members

3500 Square, LLC
4th Sector
AECOM
Alliance Core Solutions, LLC
Alvarez LLC
Amerivet Securities, Inc
Aprio
Aptive Resources
Artemis ARC
Asymmmetric Solutions (ASUSA,PRO)
ATEK Distribution LLC
BD Succeed LLC
BES Solutions, Inc.
BizLia, Inc.
Bluejacket Industries Materials
Brownstone Mediation Services, LLC
Castletop Logistics
Centuria Corporation
CFR & Associates
CKC Data Solutions
Clark Hill PLC
Computer Evidence Specialists LLC
Connected Logistics
Crossroads Talent Solutions
Echo Five Group
Empowered to Prosper Consulting Services LLC
Fortuna
Four Points Technology
GCS Geospatial
Glessie and Company, LLC
GStek, Inc.
IMBServ
InovaGov
Insperity
Instant Data Technologies
Kimoz Consulting
Kinaras Solutions, Inc.
LCC3 CONSTRUCTION SERVICES, INC.
Mijan Construction
Miles Management Group, Inc.
Mouton 3 Services
NATIONAL CONSULTING PARTNERS, LLC
NetCentric Alliance LLC
North Pass Logistics, LLC
N-ovation Technology Group
Paragon Technology Group, Inc.
Paratus Solutions LLC
Parsons
Premier Enterprise Solutions, LLC
Proximity-EC
Quecon, Inc
Renaissance Global Services, LLC
Republic Capital Access
Rikka Law PLLC
RVbyMilitary.com
Ryzhka International LLC
SDLC Advisors
SIERRA7
SJS Executives, LLC (DBA SJS Industrial)
Sorrel Associates
Spahr Solutions Group
SRL Total Source LLC
Starks & Hayes Consultants LLC
Strategic Logistic Technologies LLC
Strategic Resilience Group LLC
Tenacity Solutions, LLC
TFN Lending
The 1803 Group, LLC
The Arcanum Group, Inc
The Davinci Company, LLC
Total Cyber Solutions, LLC
Trabus Technologies
Trust Consulting Services, Inc.
Valiant-X Enterprise Corporation
Veteran Technology Partners LLC
Veterans Affairs Law, P.A.
Victor12, Inc.
VSINGH CPA LLC
Walsh Service Solutions

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 Meeting & 2025 Nat'l Small Business Conference

NVSBC exhibited at the 2025 National Small Business Conference on 11-13 February, in New Orleans



NVSBC hosted its Tampa Engagement Dinner on 25 February



Around the NVSBC (cont.)

Calls to Action

March 2025

DC METRO ENGAGEMENT DINNER & VETFEDACADEMY

WED | MAR 12 | 4:00 PM - 8:30 PM ET

VETERAN ACCESS TO CAPITAL SYMPOSIUM

MON | MAR 17 | 7:30 AM - 5:00 PM ET

SAN ANTONIO ENGAGEMENT DINNER

WED | MAR 26 | 5:30 PM - 8:30 PM CT

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

Communities of Interest



Around the NVSBC (cont.)

March/April Events Calendar

MARCH 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						

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	

Engagement Events
 Charlie Mike
 Conferences
 Special Events
 Federal Holidays

Click on Event Dates to Link to Online Information.

Strategize, Focus, Grow...

This month's article is a consolidation of two previous articles. The first focuses on changing times, the second a reminder about our upcoming Veteran Access to Capital Symposium.

First, changing times within the federal government or corporations. During changing times or change moments businesses and individuals need to be able to assess, analyze and respond with creativity, agility and purpose. Always viewing change as an opportunity – seize the moment. Change leads to opportunities for: self-assessment, learning, and growth. Below are approaches for you to consider and reflect upon:

1. **Stay Informed:** Monitor legislative and programmatic issues, changes, and restructures and their implications for/on federal spending.
2. **Adapt to Changes:** Be flexible in your business strategy.
3. **Leverage Relationships:** Maintain strong relationships with agency contacts and industry partners.
4. **Focus on Compliance:** Stay updated on any changes to regulations or compliance requirements that may arise.
5. **Diversify Your Portfolio:** Consider expanding your offerings to serve a broader range of government agencies or sectors.
6. **Invest in Marketing:** Enhance visibility in the GovCon space through targeted marketing efforts, such as attending NVSBC networking events, industry days and agency forums that can connect you with government officials.
7. **Prepare for Increased Competition:** Elections can lead to shifts in the competitive landscape. Be prepared to articulate your unique value proposition and differentiators.
8. **Monitor Policy Trends:** Pay attention to policy proposals and priorities from the new administration, as they can signal changes in funding and contracting opportunities.

Second, attending the NVSBC's Veteran Access to Capital Symposium is a great opportunity for businesses, particularly those in the government contracting (GovCon) space, to gain valuable insights and access to financial resources that can help fuel growth and success.

New to this year's symposium is a "Matched Networking" segment where business owners meet one-on-one with bankers and financial consultants who can provide practical advice and insights on various forms of capital and banking programs.

Benefits of Attending:

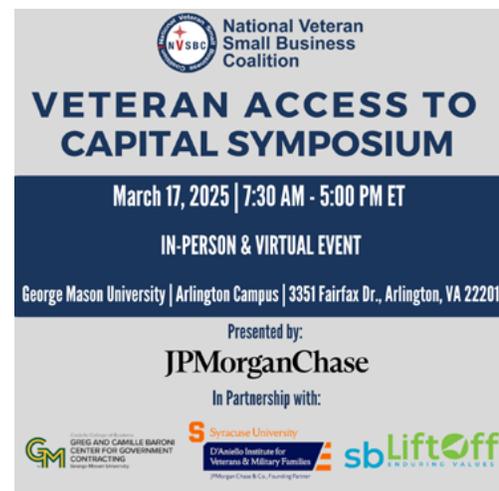
- Networking Opportunities
- Access to Funding Sources
- Insights into Industry Trends
- Workshops and Education
- 1-on-1 Matched Networking

Check out our website to learn more and register for our event:

[Veteran Access to Capital Symposium](#)



Marie Myszkier is the Director of Training at NVSBC



National Veteran Small Business Coalition

VETERAN ACCESS TO CAPITAL SYMPOSIUM

March 17, 2025 | 7:30 AM - 5:00 PM ET

IN-PERSON & VIRTUAL EVENT

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

Presented by:

JPMorganChase

In Partnership with:

Greg and Camille Baroni
CENTER FOR GOVERNMENT CONTRACTING

Syracuse University
D'Annunzio Institute for Veterans & Military Families

sbLiftOff
BUILDING VALUES

Power Up Your SDVOSB: Essential No-Cost Tools for Federal Contract Success

Free Resources

Here is something I have personally learned. As a Service-Disabled Veteran-Owned Small Business (SDVOSB) seeking federal contracts, it's crucial not to take free resources for granted, and here are a few reasons:

1. **Access to Vital Information:** Free resources often provide essential information about the federal contracting process, eligibility criteria, and available opportunities. This knowledge can help you navigate the complexities of government contracts more effectively.
2. **Networking Opportunities:** Many free resources, such as webinars, workshops, and networking events, offer opportunities to connect with other small business owners, government officials, and potential partners. These connections can be invaluable for gaining insights and building relationships that can lead to future contracts.
3. **Cost Savings:** Utilizing free resources can save your business money that can be better spent on other critical areas, such as proposal development, marketing, or hiring additional staff. This is especially important for small businesses with limited budgets.

4. **Compliance and Certification Support:** Free resources often include guidance on maintaining compliance with federal regulations and obtaining necessary certifications, such as the SDVOSB certification. This support can help ensure that your business remains eligible for set-aside contracts and other opportunities.
5. **Staying Updated:** The federal contracting landscape is constantly evolving, with new regulations, policies, and opportunities emerging regularly. Free resources can help you stay informed about these changes, ensuring that your business remains competitive and compliant.

By leveraging these free resources, you can enhance your business's chances of securing federal contracts and achieving long-term success. So, do not forget to sign up with NVSBC's FREE consultation service to discuss any one of our 24 different business topics.



John Cochran is the Consulting Manager at NVSBC

VetFedConsult

National Veteran Small Business Coalition

VetFedConsult Sponsored by:

BOEING

The image shows a group of three people (two men and one woman) sitting around a table in a meeting, looking at documents. The logos and text are overlaid on the left side of the image.

Other Events

March 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.

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.

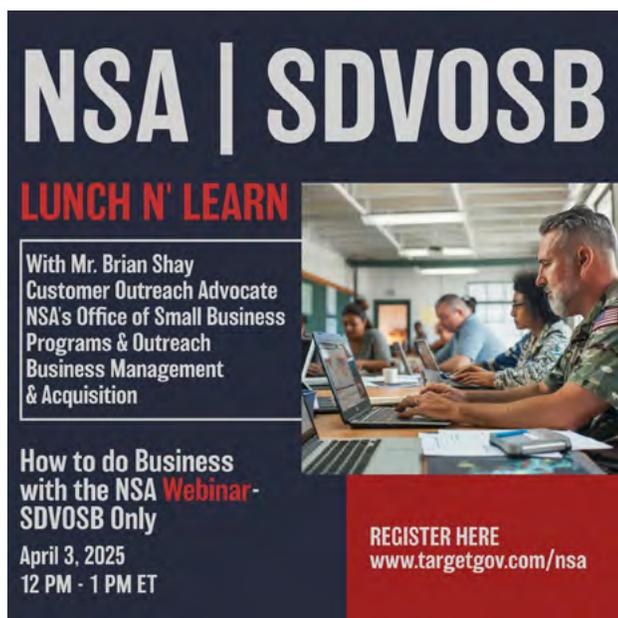
Membership and Sponsorship Supports NVSBC Programs

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!**

Other Events (cont)

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.



NSA | SDVOSB

LUNCH N' LEARN

With Mr. Brian Shay
Customer Outreach Advocate
NSA's Office of Small Business
Programs & Outreach
Business Management
& Acquisition

How to do Business
with the NSA **Webinar**-
SDVOSB Only

April 3, 2025
12 PM - 1 PM ET

REGISTER HERE
www.targetgov.com/nsa

Doing Business with the National Security Agency _ SDVOSB Only Webinar

This complimentary webinar will be held on April 3, 2025 from 12PM to 1PM ET. Please check eligibility at [registration link here.](#)

NVSBC excited to partner and support IVMF at Veteran EDGE 2025!

We work closely with our friends at IVMF to curate a few GovCon specific panels to support Veteran EDGE.

Look out for Scott Jensen, Josh Pearl, NVSBC Board Members, and many NVSBC Member organizations as we're looking forward to seeing those who are attending.

If you're not registered, make sure to put this on your calendar for next year!



Veteran & military spouse business owners

READY TO ELEVATE YOUR BUSINESS?

Join us at **Veteran EDGE**
MAR. 19-21 DALLAS, TX

APPLY NOW

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

Be at THE Premier Federal Small Business Conference Focused Exclusively on GROWING YOUR BUSINESS!

Success in the federal government contracting marketplace requires unique knowledge in Agencies | Contracts | Opportunities | Teaming | PEOPLE!

Set in a 3-day training environment in Orlando, the **VETS25 Conference, May 13-16, 2025** facilitates open dialogue and idea sharing among all participants in federal government contracting.

- **Agency Procurement Decision Makers (PDMs)** attend to SOURCE the top small business firms with innovative solutions for federal missions
- **Large prime contractors and vendors** attend to PARTNER and TEAM with the best and brightest small business leaders
- **Small business owners & leaders** representing SD/VOSB, WOSB, HUBZone, and SDB firms attend to GAIN KNOWLEDGE and make GAME-CHANGING CONNECTIONS.

Join over 2,000 professionals in the federal government contracting industry at the VETS25 Conference, where you will expand your professional network, access top-rated training, explore the largest exhibit hall in your industry and leave with **Knowledge for Growth!**

Register today and Sponsor opportunities are still available but going fast!

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.

REGISTRATION OPEN & SPONSORSHIPS AVAILABLE

VETS 25

MAY 13-16, 2025
Rosen Center in Orlando, FL

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

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

NVSBC invites you to join us in welcoming our newest Board Member to the National Veteran Small Business Coalition, Brad Reaves, Attorney and Founder of Government Contracts law Firm, Reaves GovCon Group and www.GovConTraining.com.

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)

Dr. Robin Desmore, PhD

Q: If you're a business owner, please tell us about your business (name, services, NAICS code, and website)

A: My business is Avant-Garde Concepts, LLC, a professional services firm specializing in acquisition, procurement & contract management services & support, contract & regulatory compliance lifecycle services, small business consulting, program management, as well as process improvement and optimization. Our services also include Fractional Contracts Support Office (FCSO)[®] solutions, Contracts Leadership Advisory and Training, and strategic guidance for government and commercial clients.

We focus on efficiency, compliance, and innovation in contract execution, leveraging methodologies such as Business Process Management (BPM), Kanban, Agile, and Plan-Do-Check-Act (PDCA) to optimize operations.

Avant-Garde Concepts is a certified 8(a), Service-Disabled Veteran-Owned Small Business (SDVOSB), and Economically Disadvantaged Woman-Owned Small Business (EDWOSB) under the Small Business Administration (SBA).

Primary NAICS Code: 541611 – Administrative Management and General Management Consulting Services

Website: avantgardeconceptsllc.com

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

A: Success in the government contracting (GovCon) space demands more than just meeting requirements—it requires strategic positioning, compliance mastery, and adaptability. My top advice for GovCon business owners is:

- ✓ Understand the Regulatory Landscape – Stay informed on evolving regulations, compliance requirements, and procurement trends. The government contracting environment is dynamic, and early adoption of new policies gives you a competitive edge.
- ✓ Develop Strong Relationships – Success in GovCon isn't just about proposals and pricing; it's about building trust with contracting officers, teaming partners, and industry networks. Leverage associations like AFCEA, NCMA, and SBA resources to expand your reach.
- ✓ Stay Agile & Innovate – Government contracting is evolving, particularly with AI, cybersecurity, and modernization initiatives. Don't just chase contracts—position your business as a solution provider in high-demand areas.
- ✓ Plan for the Long Game – GovCon is not a sprint; it's a marathon. Establish a sustainable growth strategy that includes small business certifications, strategic partnerships, and a clear pricing model.

Q: Share a favorite quote that has impacted your life or business

A: "Excellence is not an act, but a habit." — Aristotle

This quote resonates deeply with me because sustained success in business and life comes from consistency, discipline, and continuous improvement. At Avant-Garde Concepts, we embed this philosophy into everything we do—ensuring compliance, optimizing processes, and delivering exceptional results for our clients.

