



# MAY 2025 FIRST CALL

Your logo could be here as a SPONSOR

## Building Tomorrow



Starting a new job is always nerve-racking — new faces, new workplace culture, new subject matter. You never truly know your place until you're well immersed.

I joined NVSBC in February and have since had the privilege of working with the most passionate educators, advocates, and leaders in GovCon for SD/VOSBs – all of whom are either employed by or are associated with NVSBC.

Since its founding, NVSBC has evolved to meet the changing needs of Veteran Owned Small Businesses. Five years ago, that included launching the NVSBC Education Foundation to lead all programmatic, educational, and engagement efforts.

The Education Foundation delivers training, networking, and expertise for Veteran entrepreneurs at every stage of a business lifecycle. Programs like VetFedConsult offer invaluable insights; our Mentor-Cohort program

provides tailored curriculum training and curated mentorship; our Charlie Mike series brings essential expertise to the community; and regional Engagement Events connect Veteran businesses with local leaders and partners. And, of course, our annual VETS Conference remains the must-attend event for GovCon professionals!

To expand and strengthen these opportunities, we depend on the generous support from people like you. That's why I'm excited to announce our Building Tomorrow campaign, celebrating five years of the NVSBC Education Foundation. Through this campaign, we aim to:

1. Expand our reach
2. Enhance virtual training
3. Increase one-on-one mentorship
4. Develop matched-networking events
5. Create sustainable growth for Veteran businesses

Our goal is to raise \$250,000 over the next 18 months. Join us in building tomorrow by giving today – your support will empower Veteran entrepreneurs nationwide!

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[Watch this video](#) and donate anytime to the NVSBC!

**Author: Adelaide Kahn is the Director of Development for NVSBC**

# Around the NVSBC

## Welcome New & Renewed Member Organizations

### New Members

|  |   |
|--|---|
| Airbana Technical Solutions, LLC                 | MANDEX, Inc                             |
| Allied Technologies and Consulting<br>AvMEDICAL  | MARVIN T. BARNES LLC<br>MediQuant       |
| B&T Construction Logistics, Inc.                 | Melling Medical                         |
| Bell Consulting Group, LLC                       | MMI Utility Construction                |
| BG Consulting Services LLC                       | momentUS Solutions LLC                  |
| Blue Summit Consulting Group, LLC                | NAVY FEDERAL CREDIT UNION               |
| Bulwark Consulting, LLC                          | NeoSystems                              |
| Coleman Health Services                          | Nine Line Medical Inc                   |
| Crescent City Staffing Group LLC                 | Office Design & Furnishings LLC         |
| Cyber Strategy Consultants, LLC                  | One Dynamic                             |
| ECDI Veteran Business Outreach<br>Center of Ohio | One Phoenix Solutions                   |
| echelon distribution llc                         | Overarching Tech Solutions              |
| Encore Services, LLC                             | Powell Consulting Group (PCG)           |
| Ghost Rx Inc                                     | ReefPoint Group                         |
| Global vet Sourcing LLC                          | Roeder, Cochran, Phillips PLLC          |
| Hinz Consulting                                  | Saint-Hilaire Software Labs             |
| HP Consulting Services LLC                       | SCHNELL NETWORKING LLC                  |
| Infinity Logistics Solutions                     | Spencer Technology Solutions LLC        |
| IntelliSun                                       | Stafford Consulting Company, Inc.       |
| Kingdom Concrete Coatings, LLC                   | Tetra Fields LLC                        |
| Latitude IT Solutions                            | The Green Technology Group LLC          |
| LEAD Training                                    | Tulkas Security Group                   |
| Leaderly AI                                      | United Trinity Investment Group,<br>LLC |
| Leaning Forward Consulting                       | VCG Solutions                           |
| Mandex   | 360 Durable Medical Equipment &         |

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.



### Renewed Members

|  |   |
|--|---|
| Supplies   | KMC SOLUTIONS, LLC                        |
| Advisors & Consultants with<br>Military Experience (ACME) Group<br>LLC | Lighthouse SDVOSB LLC                     |
| Aetos LLC  | LIT TECHNOLOGIES LLC                      |
| Alico Cyber Solutions LLC  | MAK HUB Solutions Inc.                    |
| Allegiance Exterior and Roofing of<br>San Antonio, LLC                 | MPIsoft                                   |
| Andrew Morgan Consulting   | Nashville Analytics, LLC                  |
| Atkins Riddick   | Oxley Enterprises, Inc.                   |
| Atlanta Consulting Group   | Panakeia, LLC                             |
| Beskar, Inc.   | Parabellum Strategic Group LLC            |
| BLEN, Inc.   | PM tec, Inc.                              |
| CHARLES ATWATER GROUP, LLC   | ProclivIT LLC                             |
| CLASS zero3  | ProVets Consulting Group, LLC             |
| CROPPER INDUSTRIES, LLC dba<br>Cropper Federal Security                | RaLytics LLC                              |
| CYNWAVE Solutions  | Rolle IT                                  |
| Dean Partners of PA, LLC   | Seven Seas Design + Build LLC             |
| DEVOE Tech   | Seyfarth Shaw LLP                         |
| DURON INDUSTRIES LLC   | Stafford Business Consulting              |
| Duty First Consulting, LLC   | Struction Solutions                       |
| Enovetix   | Team 32 Consulting                        |
| Excentium  | Team Allianz Enterprises, LLC             |
| FedScale Inc.  | TEAM of Care                              |
| First Nation Group   | The SIEGE Group LLC; Dominant Care<br>LLC |
| Fulton Bank  | ThunderCat Technology                     |
| Galapagos LLC  | TradTek                                   |
| Global Accountability Corp   | Tribility LLC                             |
| Global Dynamics LLC  | TRISTAR (Tri Star Engineering, Inc.)      |
| Goldschmitt and Associates LLC   | U R FIRST HOME HEALTH                     |
| HeiTech Services, Inc.   | Unique Cleaning Service, Inc.             |
| Holtz/Adams Construction &<br>Consulting LLC                           | United Support Services LLC               |
| Infiniti Information Solutions LLC                                     | VCH Partners, LLC                         |
| Intuitial LLC  | Veterans Alliance Partners                |
| KASTELLUM Group, LLC   | Veterans Electrical Solutions             |
|  | Veterans First Industries LLC             |
|  | Wendroff & Associates, CPA                |
|  | Windsor Group LLC                         |

# Around the NVSBC (cont.)

## Engagement Meetings

*NVSBC hosted its NVSBC hosted the Huntsville Engagement Lunch on 15 April 2025.*



*NVSBC hosted its Colorado Springs Engagement Dinner on 23 April 2025.*



# Around the NVSBC (cont.)

## Engagement Meetings

NVSBC hosted the DC Metro Engagement Dinner + VFA & the Dayton Engagement Lunch on 9 April 2025.



# Around the NVSBC (cont.)

## Calls to Action

**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

**June 2025**

**SAN DIEGO ENGAGEMENT DINNER**

WED | JUN 4 | 5:30 PM - 8:30 PM PT

**SAN ANTONIO ENGAGEMENT DINNER**

WED | JUN 25 | 5:30 PM - 8:30 PM CT



## Communities of Interest



# Around the NVSBC (cont.)

## May/June Events Calendar

### 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 |    |
|    |    |    |    |    |    |    |

### JUNE 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 |    |    |    |    |    |    |

Engagement Events
  Charlie Mike
  Conferences
  Special Events
  Federal Holidays

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

## VETS25: Will You Be There?

VETS25 is fast approaching – will I see you there? If not, why not? There are many opportunities to focus on at the upcoming VETS25 conference. First, the opportunity for networking: meeting new individuals and organizations and reconnecting with others. Second, it is a HUGE venue that allows you to recalibrate where you are with respect to your business and professional development. Nowhere else will you find so many GovCon experts under one roof. Use this time to assess and strategize your next steps in the new and evolving world of federal GovCon. Third, we have a new session called, “1:1 Meetings with Federal Contracting Experts”. You didn’t have enough time to discuss a GovCon topic? Schedule time to meet with one of our federal contracting experts. Finally, VETS25 offers a unique mix of professional growth, visibility, and opportunity!

As promised in last month’s issue below is the second article in the 2-Part Series on Contract Portfolios.

### Understanding Contract Portfolios

The portfolio approach represents an evolution in how organizations view their contracts, transforming them from administrative paperwork into strategic business assets that can be actively managed to create value and reduce risk.

By understanding your contracts as a portfolio, you gain insights and capabilities that aren’t possible when managing agreements in isolation, ultimately leading to better business decisions and outcomes.

Remember: Contract portfolio management is a strategic approach to overseeing all your business agreements.

### Components of a Contracting Portfolio

1. **Client/Customer Contracts:** These are revenue-generating agreements that define the products, services, and terms of engagement with clients or customers.
2. **Vendor/Supplier Contracts:** These agreements outline the terms and conditions for procuring goods and services from external vendors or suppliers.

3. **Partnership Agreements:** These contracts govern collaborative arrangements, such as joint ventures, strategic alliances, or distribution agreements.
4. **Employment Contracts:** These agreements define the terms of employment, compensation, and benefits for employees and contractors.
5. **Lease Agreements:** These contracts cover the rental or leasing of physical assets, such as real estate, equipment, or vehicles.
6. **Regulatory Agreements:** These contracts ensure compliance with relevant laws, regulations, and industry standards.

### Benefits of Managing a Contracting Portfolio

1. **Comprehensive Visibility:** A portfolio approach provides a holistic view of all contractual relationships, enabling better decision-making and risk management.
2. **Strategic Alignment:** By analyzing the portfolio, organizations can ensure that their contracts support and align with their overall business strategy and objectives.
3. **Risk Mitigation:** A diverse portfolio can help mitigate risks by distributing exposure across various contract types, industries, and durations.
4. **Resource Optimization:** Portfolio management allows for efficient allocation of resources, such as personnel, time, and budget, across different contracts.
5. **Standardization and Consistency:** A centralized portfolio approach facilitates the development and implementation of standardized contract templates, processes, and policies.
6. **Improved Negotiation Leverage:** Portfolio insights can strengthen an organization’s negotiating position by providing a better understanding of market trends and benchmarks.
7. **Compliance and Governance:** A well-managed portfolio ensures adherence to legal, regulatory, and organizational policies across all contracts.

## VETS25: Will You Be There?

### Challenges in Contracting Portfolio Management

1. **Decentralized Contract Management:** Contracts often reside in different departments or locations, making it challenging to maintain a centralized portfolio.
2. **Data Fragmentation:** Contract data may be scattered across various systems, formats, and repositories, hindering visibility and analysis.
3. **Lack of Standardization:** Inconsistent contract language, terms, and processes can complicate portfolio management and analysis.
4. **Resource Constraints:** Managing a large and diverse portfolio can be resource-intensive, requiring dedicated personnel and specialized tools.

5. **Regulatory Changes:** Evolving legal and regulatory requirements can necessitate frequent updates and adjustments to the portfolio.
6. **Stakeholder Alignment:** Ensuring alignment and buy-in from various stakeholders, such as legal, procurement, and business units, can be challenging.

To effectively manage a contracting portfolio, organizations often leverage specialized contract management software and tools, which provide centralized repositories, automated workflows, and advanced analytics capabilities. Additionally, establishing clear governance structures, standardized processes, and regular portfolio reviews are essential for maximizing the benefits of a portfolio approach.



*Marie Myszkier is the  
Director of Training at  
NVSBC*



## Mastering the Art of Networking

VETS25 is approaching fast, so networking at a conference to land subcontracting deals with government agencies and large primes requires a strategic approach. Remember your CEO hat is always on!

### Preparation

1. **Research Attendees:** Identify key representatives from government agencies and large primes who will be attending. Learn about their projects and needs.
2. **Craft Your Elevator Pitch:** Develop a concise and compelling pitch that highlights your expertise and value proposition.
3. **Prepare Materials:** Bring business cards, capability statements, brochures, and any relevant documentation that showcases your capabilities and past successes.

### During the Conference

1. **Attend Relevant Sessions:** Participate in sessions and workshops that align with your industry and interests. This will help you gain insights and identify potential opportunities.
2. **Engage in Conversations:** Approach representatives with confidence, ask insightful questions, and listen actively to understand their needs.
3. **Utilize Networking Events:** Make the most of networking events, luncheons, and informal gatherings to build relationships.

### Follow-Up

1. **Send Personalized Emails:** After the conference, send personalized follow-up emails to the contacts you made, reiterating your interest and how you can help them achieve their goals.



*John Cochran is the Consulting Manager at NVSBC*

2. **Connect on LinkedIn:** Use LinkedIn to maintain connections and stay updated on their activities and needs.
3. **Schedule Meetings:** Arrange follow-up meetings to discuss potential collaborations in more detail.
4. **Bonus:** try to get on their calendar while at the conference.

### Building Relationships

1. **Find Common Objectives:** Align your goals with those of the agencies and primes to foster long-term collaborations.
2. **Establish Credibility:** Share testimonials and case studies that demonstrate your successful past projects.
3. **Be Persistent:** Networking is an ongoing process. Keep in touch and continue to nurture relationships over time.
4. **My favorite:** find a personal common interest. This point tends to help you stand out of the crowd.

By being well-prepared, actively engaging during the conference, and following up effectively, you can increase your chances of landing subcontracting deals. Good luck! If you need more specific advice or have any questions, feel free to ask during one of our free NVSBC consultations.



# Other Events

## May 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.

### 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](mailto: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

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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!**



# Upcoming NVSBC 2025 Events

**Will we see you at the VETS25 Conference on  
May 13th-16th in Orlando, Florida?**

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**Federal Government Contracting Has CHANGED!**

**Searching for Your Way FORWARD?**

**Attend the VETS25 Conference – Strategies for GROWTH!**



The VETS25 Conference will **provide the most accurate and current updates on changes to federal acquisition processes and pipelines** provided by speakers who are: **directly involved in implementing the EO's and FAR changes** impacting federal procurement; and, **knowledgeable industry speakers** who focus on future growth opportunities for small business GovCons

**VETS25 will also provide guidance** to small business owners/leaders to navigate these changes, **identify strategies** to build/rebuild small business GovCon firms, and **deliver valuable and actionable approaches** to establish new revenue growth in 2025 and position firms to thrive in 2026 and beyond.

Promote VETS25 Conference if you plan to attend and let everyone know in your network you're attending by using the VETS25 socials at the [link here](#). #VETS25

There is still time to register! NVSBC looks forward to seeing you in Orlando and welcoming you and your team to the VETS25 Conference!

# Upcoming NVSBC 2025 Events (cont)

## Tee Off for a Great Cause- Sponsorships and Teams Going Fast



### Tee up for the hottest tournament of the summer

Registration is now open for sponsors and teams. This event has sold out 4 years in a row – don't wait!



**NVSBC**  
Education  
Foundation  
Charity Golf  
Tournament

Registration includes 18 holes, a shared cart, breakfast, snacks, and drinks, followed by a networking lunch.

The NVSBC Golf Tournament supports the Educational Foundation for Veteran Small Business in the federal marketplace.



<https://sites.google.com/nvsbc.org/charity-golf>

The NVSBC Education Foundation Charity Golf Tournament is back, and registration is 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.

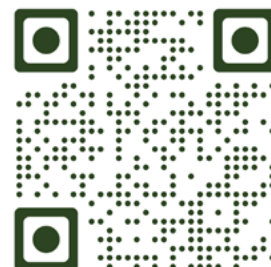
Hurry to our registration page because we're expecting another record turnout—**and have already filled half the available teams!**

Register at: [sites.google.com/nvsbc.org/charity-golf](https://sites.google.com/nvsbc.org/charity-golf)

Want to guarantee your place at the tee box? Be a sponsor! 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!



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## NVSBC Leadership & Board

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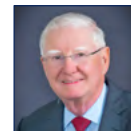
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