



NOVEMBER 2024 FIRST CALL

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SPONSOR

Want a Trajectory to Success? Harness the Power of the Veteran Business Community



this time through business.

The path, however, isn't easy. Every veteran-owned small business (VOSB) faces hurdles. I remember meeting a fellow entrepreneur at VETS 21 who felt overwhelmed by the complexities of contracting. But with guidance from the NVSBC network, his business began to thrive. His story is proof that when veterans support each other, we succeed.

When the uniform comes off, what replaces the camaraderie that once defined our service? For many veterans, the answer lies in entrepreneurship. After my military career, I found my next mission through The Avery Group, a consulting firm specializing in federal contracting. Along this journey, I discovered a new sense of community through the National Veteran Small Business Coalition (NVSBC)—a network committed to support, growth, and shared success.

With the recent increase in the Service-Disabled Veteran-Owned Small Business (SDVOSB) federal contracting goal from 3% to 5% in the 2024 National Defense Authorization Act (NDAA), opportunities for veteran entrepreneurs are growing. This expansion offers millions in potential contracts, providing veterans a chance to serve the nation again—

Federal contracting is competitive and complex, but NVSBC offers more than a safety net—it's a launchpad. Through workshops and mentorship, veterans gain the knowledge needed to excel. I'll never forget a session where an expert demystified the bidding process, helping a veteran secure a crucial contract just by understanding the system more clearly.

Events like the VETS conference and the upcoming Awards Gala aren't just networking opportunities—they're platforms for growth. I urge fellow veterans: stay engaged, attend events, and tap into our network. Together, we can amplify our voices, build thriving businesses, and create opportunities for future veteran entrepreneurs.

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Author: Akinwande Oshodi,
President of [The Avery Group, LLC](#).

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

A1C Partners, LLC	Indivior
ABTA, LLC	JWJ Construction Services, LLC
AlliWare Cloud Solutions	Metatron, LLC
Alpha Zulu Transportation, LLC	Pacific Coast Contracting Group
Cal Vet Integrated Consulting Services	San Diego, Orange, Imperial APEX Accelerator
D2 Consulting	Secured Site Services, LLC
Eagle Corps Services	St Michael Enterprises
Epicus Group	TSC Enterprise, LLC
ETSI	Visentric, LLC
Human Computing	

Renewed Members

1DigitalSpace/Lingam Foundation	Lightbringers, LLC
AdGrid USA, LLC	Mitchtech LLC, d.b.a. Mitchell Technical Sales, LLC
Advanced Management Strategies Group, Inc. (AMSG)	Newport News Shipbuilding
Alphacat Consulting, LLC	Pathfinder Consultants, LLC
Anderson Engineering of Minnesota, LLC	QuickSilver Analytics, Inc
Ark Cyber Consultants	RB Consulting, Inc. (RBCI)
Bailey Information Technology Consultants, LLC	Relevant Software Corp.
Ballard CLC, Inc	Sentry Solutions, LLC
Bank of America	Sisters Revitalizing our Future, LLC
EMD, LLC	SPS Industrial, Inc
IT Veterans, LLC	Stony Lonesome Group
Karing First Solutions, LLC	Terrestris, LLC
	ThinkForm Architects
	Thinkform Design Architect, LLC

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**



Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted the DC Metro Engagement Dinner + VetFedAcademy on 8 October 2024



NVSBC hosted the Huntsville Engagement Breakfast on 3 October 2024.



Around the NVSBC (cont.)

Engagement Meetings (cont)

NVSBC hosted the San Diego Engagement Dinner on 22 October 2024.



NVSBC hosted the Colorado Springs Engagement Dinner on 29 October 2024



Around the NVSBC (cont.)

Calls to Action

November 2024

VETERAN SMALL BUSINESS ADVOCATE AWARDS GALA 2024

THR | Nov 7 | 5:30 PM - 8:30 PM ET

US MARINE CORPS BIRTHDAY

WED | Nov 10

VETERANS DAY

MON | Nov 11

HAMPTON ROADS ENGAGEMENT LUNCH

WED | Nov 13 | 11:30 AM - 2:30 PM ET



December 2024

DC METRO ENGAGEMENT DINNER & VETFEDACADEMY

TUE | DEC 3 | 4:00 PM - 8:30 PM ET

TAMPA ENGAGEMENT DINNER

THR | DEC 05 | 5:30 PM - 8:30 PM ET

PHILADELPHIA ENGAGEMENT DINNER

WED | DEC 11 | 5:30 PM - 8:30 PM ET

SAN ANTONIO ENGAGEMENT DINNER

TUE | DEC 17 | 5:30 PM - 8:30 PM CT

← **Communities of Interest**



Around the NVSBC (cont.)

November/December Events Calendar

NOVEMBER 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		29	30	

DECEMBER 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		26	27	28	29
30	31					

Engagement Events
 Charlie Mike
 Conferences
 Special Events
 Federal Holidays

Click on Event Dates to Link to Online Information.

After an Election: What Now?

Thriving in federal government contracting (GovCon) after an election involves navigating potential shifts in policy, funding priorities, and regulatory environments.

Below are some approaches for you to consider and reflect upon :

1. **Stay Informed:** Monitor election outcomes and their implications for federal spending. Understanding which agencies may see budget increases or decreases can help you identify new opportunities.
2. **Adapt to Changes:** Be flexible in your business strategy. If there are shifts in priorities (e.g., increased focus on cybersecurity, construction, or green technology), consider how your services or products can align with these new demands.
3. **Leverage Relationships:** Maintain strong

relationships with agency contacts and industry partners. Networking can help you gain insights into upcoming projects and initiatives.

4. **Focus on Compliance:** Stay updated on any changes to regulations or compliance requirements that may arise post-election. This can help you avoid pitfalls and position your business as a reliable partner.
5. **Diversify Your Portfolio:** Consider expanding your offerings to serve a broader range of government agencies or sectors. This can mitigate risks if funding decreases in your primary area.
6. **Invest in Marketing:** Enhance your 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.

By staying proactive and adaptable, you can navigate the uncertainties that often accompany election cycles in federal contracting.



Supplies for your business.
Savings on your first order.

Shop for the products & services your business needs from veteran-owned companies you respect.



Walmart  Business



Marie Myszkier is the Director of Training at NVSBC

The Benefits of Teaming in GovCon

After talking about networking in detail, another program that our members are very interested in is teaming. Teaming in government contracting (Gov Con) offers several strategic advantages that can significantly enhance your ability to win and execute contracts. The benefits that we can speak to can include the following, but are not limited to the following:

1. **Enhanced Capabilities:** By partnering with other companies, you can combine expertise and resources to tackle larger and more complex projects that might be beyond your individual capacity.
2. **Risk Mitigation:** Sharing responsibilities and resources helps to spread financial, operational, and legal risks, making it easier to manage potential challenges.
3. **Access to New Markets:** Teaming allows you to enter new markets or niches that you might not have been able to access on your own.
4. **Increased Competitiveness:** Smaller businesses can pool their resources to compete more effectively against larger firms, enhancing their chances of winning contracts.
5. **Regulatory Compliance:** Teaming agreements can help ensure compliance with government regulations and reduce the likelihood of disputes by clearly defining roles and responsibilities.

Overall, teaming can be a powerful strategy to leverage strengths, mitigate weaknesses, and enhance your competitive edge in the government contracting space. How do we mix what we have learned about networking with what we are learning about Teaming?

Navigating a networking event to find teaming partners requires a mix of preparation and strategy. Try this on for size, before the event research the attendees. If you have access to an attendee list, identify potential partners. You should also set objectives to know what you're looking for—expertise, resources, or specific industries. Lastly, prepare Your Pitch and have a clear, concise explanation of who you are and what you're looking for.

During the event think about a strategic way on how you approach people. Start with people who are alone or in small groups; they're usually more open to conversations. Ask open-ended questions that may encourage longer discussions and provide more insights into their needs and capabilities. Actively listening will show genuine interest in their work and objectives.

Identify common goals and look for alignments in your objectives to propose potential collaborations. Finally, exchange contact information, and ensure you have a way to follow up after the event.



Author is John Cochran who is the Consulting Manager at NVSBC

VetFedConsult

NVSBC has provided consultations (GovCon best practices, referrals, and more) to member organizations to support their business growth and development to increase federal marketplace success since 2022. VetFedConsult, our new and formal program provides consultation for veteran small business government contract professionals from all stages of success (emerging, small, and mid-size) as part of a generous grant from JPMorgan Chase & Co.

CONSULTATIONS ARE :

- ☆ FREE
- ☆ VIRTUAL
- ☆ Provided by trained experts in Government Contracting
- ☆ Provided to ALL GovCon Professionals (owner, operations, business development, and more)
- ☆ Backed by the NVSBC network of distinguished subject matter experts
- ☆ 45 minutes with Q&A
- ☆ Followed up with GovCon resources, referrals, and more

Other Events

November 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

NVSBC members, receive:

- **Annual subscription billing at the 20% discount rate**
- Exclusive lower rate at time of subscription renewal, too.
- Set-Aside Alert is the leader in contract alerts, news and information for small business federal contractors.
- Set-Aside Alert provides daily contract opportunity alerts, bi-weekly news and information reports, webinars and seminars covering topics like mentor-protégé and government marketing tips.
 - **NVSBC Members:** Login to your VetFedConnect account to access the exclusive membership deal from Set-Aside ALERT.

[Set Aside Alert](#) - Federal Contract News and Information for Small, Minority, and Woman Owned Businesses

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.



2025 NVSBC Events (cont)

Other 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
- Communities of Interests (Engagement Lunch/ Dinner Events)
- Training Symposiums & Conferences

Let us help you get "Procurement Ready!" Click on the on the button below to learn more and register.

VETS25 Sponsorship & Exhibit Booth Registration Open



The banner features a background image of a city skyline at dusk with lights reflecting on water. In the top left, there is a circular logo for the National Veteran Small Business Coalition (NVSBC) with a red star in the center. The text "SPONSORSHIP & EXHIBIT BOOTHS NOW AVAILABLE" is written in large, white, bold, sans-serif font across the middle. Below this, "VETS" is written in large, dark blue, bold, sans-serif font, followed by a circular icon containing a white star, and then "25" in the same large, dark blue, bold, sans-serif font. On the right side, there is a white rounded rectangle containing the event dates "MAY 13-16, 2025" and location "Rosen Center in Orlando, FL" in bold, dark blue font. Below this, the event description "The Nation's Leading VSO-Sponsored Training, Networking, and Advocacy Event for Small Businesses Serving as Federal Contractors" is written in a smaller, dark blue font. At the bottom of the white box is a QR code and the text "Scan QR Code for Early Access Alerts".

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

The Nation's Leading
VSO-Sponsored
Training, Networking, and
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Federal Contractors

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