



# OCTOBER 2024 FIRST CALL

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## New Fed Fiscal Year – Great Year of NVSBC National Events!



last year – make your table and seat reservations today before it sells out!

### DC Metro Dinner Event Schedule – monthly September 2024 through June 2025

This year’s schedule of DC Metro dinner events features leading speakers from federal agencies and industry to provide insights on GovCon small business growth strategies and real-time connections! Take a look at this lineup and reserve your seats today!

Take a breath! You made it through Q4, the chaos of the end of the federal fiscal year, and the non-stop push of RFIs, solicitations, proposals, and (we hope!) award notifications! So, let’s take a quick look at the year ahead and the National Events that NVSBC has on tap to support your Veteran small business growth plans.

**NVSBC Awards Gala 2024** Our national events agenda leads off with our largest event in the DMV, our 3rd annual Awards Gala on 7 November 2024 at the Falls Church Marriott Fairview Park. Our Awards Gala recognizes the Federal Agencies and GovCon Primes that **Fuel Veteran Small Business in America**. With keynote speakers including SBA Administrator Guzman and LMI CEO Doug Wagoner, this year’s Gala will set records for attendance and provide great opportunities for networking. This event **SOLD OUT**

DATE	KEYNOTE
8 Oct 2024	John Tenaglia
7 Nov 2024	SBA Admin. Guzman, JPMC, others
3 Dec 2024	Phil Christy, Jeff Neill, Chris Parker panel discussion
15 Jan 2025	Jame A. Walsh, Comptroller

### OTHER WINTER/SPRING 2025 DINNER MEETING KEYNOTES INCLUDE:

- HHS Focus on agency acquisition leadership
- DoEnergy focus on agency acquisition leadership
- GSA Focus – Laura Stanton + other agency speakers

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**Author: Scott Semple, VETS Conference Director and Senior Director – National Events, NVSBC**

# Around the NVSBC

## Welcome New & Renewed Member Organizations

### New Members

3D Blooms	Florida APEX Accelerator
AmeriTech Contracting	Lead Source Consultants LLC, DBA
Averroes Management Consultancy	BellaMax Contracting
AWJ USA	MicroHealth, LLC
Brave Haven Llc	Tangent Technologies, LLC
CGI Federal	Torus Group
Equipment Oahu LLC	Triskelion Group of NM
Flood Law LLC	Veteran Med Supplies LLC
	Veterans Construction Services LLC

### Renewed Members

1102Assistance, LLC	Gritter Francona
ADVANCED CABLING SOLUTIONS, INC	McFall Consulting Inc.
All Points Logistics, LLC	Mil-Spec Safety & Security
AninaRay Consulting LLC	Mohela
ASJ IT Services, LLC	Moonswitch
Bridge R Solutions LLC	Myles Consulting Group (MCG) LLC
Dynamic Information Solutions, LLC	Nelson Enterprise Tech Service (NETS)
EPCC/Contract Opportunities PTAC	Planate Management Group
FedVet Construction	SHINE Systems
GigaTECH, LLC	Technology Science Corporation

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.

- **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 17 September 2024.*



*NVSBC hosted the Dayton Engagement Dinner on 5 September 2024.*



# Around the NVSBC (cont.)

## NVCS Distinguished Service Awards

*The NVSBC Education Foundation (NVSBC-EF) was a finalist in the category of Veteran Service Organization of the Year > Over \$1 million Annual Budget*



## New Fed Fiscal Year – Great Year of NVSBC National Events! (cont)

**VETS25 CONFERENCE** May 13-16, 2025, the Rosen Centre Orlando

The VETS24 Conference set new records for attendance and engagement, becoming the leading Veteran small business event of the year. Attendee feedback was amazing and confirmed what is most important to you: more GovCon business **CONNECTIONS**, more top-shelf **TRAINING**, and time to **NETWORK**. Our VETS25 Conference is designed around the goal of creating thousands of in-person opportunities to **GROW YOUR FEDERAL GOVCON BUSINESS**. [Registration is now](#)

**OPEN** for Sponsorships and Exhibitors at the VETS25 Conference, and attendee registration will open in December.

NVSBC National Events leads the way to New Growth Opportunities in the New Fed Fiscal Year! We look forward to seeing you at our events and seeing your business **GROW** in the new year!





# Supplies for your business. Savings on your first order.

Shop for the products & services your business needs including items from veteran-owned companies. Get \$20 off your next purchase of \$100 or more when you sign up for a Walmart Business membership.<sup>1</sup>

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payments



Fast and easy  
fulfillment<sup>2</sup>



Free  
shipping<sup>3</sup>



Tax-exempt  
purchasing<sup>4</sup>



<sup>1</sup>Minimum order of \$100. Offer not transferable & void where prohibited by law. Customer responsible for all applicable taxes. Offer expires 12/31/24 at 11:59pm PT. Further restrictions apply. See terms at checkout for details. Promo code offers available in limited quantities. While supplies last.

<sup>2</sup>Express delivery: Express delivery subject to availability at select stores. Delivery fees & restrictions apply.

<sup>3</sup>Excludes Marketplace & oversized items, location & freight surcharges.

<sup>4</sup>For eligible organizations. Must be enrolled in Walmart's tax-exempt program through Walmart Business.

Business.Walmart.com

Walmart  Business

# Around the NVSBC (cont.)

## Calls to Action

### October 2024

#### HUNTSVILLE ENGAGEMENT BREAKFAST

THR | OCT 03 | 8:30 AM - 11:30 AM CT

#### DC METRO ENGAGEMENT DINNER & VETFEDACADEMY

TUE | OCT 8 | 5:30 PM - 8:30 PM ET

#### SAN DIEGO ENGAGEMENT DINNER

THR | OCT 22 | 5:30 PM - 8:30 PM PT

#### COLORADO SPRINGS ENGAGEMENT DINNER

TUE | OCT 29 | 5:30 PM - 8:30 PM MT

### November 2024

#### VETERAN SMALL BUSINESS ADVOCATE AWARDS GALA 2024

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

#### HAMPTON ROADS ENGAGEMENT LUNCH

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

## Communities of Interest →



# Around the NVSBC (cont.)

## October/November Events Calendar

### OCTOBER 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			

### 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	28	29	30	

Engagement Events
  Charlie Mike
  Conferences
  Special Events

**Event Dates Link to Online Information.**

## How are You Going to Change-It-Up in the Fiscal New Year?

It's the start of a new GovCon fiscal year. A time when business owners reflect and strategize how they will approach, manage, and expand their government contracting portfolio. Many strategies can be considered by Federal Government Contractors (GovCons) to stay competitive and innovative. Here are a few for your consideration:

1. **Understanding Regulatory Changes:** Stay updated on any shifts in federal regulations and compliance requirements to ensure your proposals align with new guidelines.
2. **Technology:** Leverage emerging technologies such as AI, machine learning, and automation to enhance service delivery and operational efficiency. Emphasizing AI, cybersecurity, and data analytics can help address evolving government needs.
3. **Enhanced Cybersecurity Measures:** With increasing cyber threats, focusing on robust security protocols, prioritizing cybersecurity measures, and complying with frameworks like CMMC (Cybersecurity Maturing Model Certification) will be essential in not only securing sensitive government data but also essential for winning contracts.
4. **Partnership and Collaboration:** Foster strategic partnerships with other contractors, especially small businesses and those with niche capabilities. This can enhance your competitive edge and broaden your service offerings, creating more comprehensive solutions.
5. **Targeted Marketing Efforts:** Tailor your marketing strategies to specific agencies or departments. Understanding their unique needs and challenges can improve your chances of winning contracts.
6. **Customer-Centric Approach:** Focus on building strong relationships with clients by actively seeking feedback and engaging in regular communication. This can lead to repeat business and referrals. Foster strong relationships with federal clients by regularly communicating and understanding their evolving needs.

7. **Agile Contract Management:** Emphasize agile methodologies to adapt quickly to changing requirements and environments. This approach allows for iterative development and responsiveness to client needs.
8. **Proposal Excellence – Agile Contracting:** Enhance your proposal development process through training and tools to improve the quality and responsiveness of your bids. Embrace flexible contracting approaches, such as Other Transaction Authorities (OTAs) or streamlined procurement processes, to respond more quickly to government needs.
9. **Talent Acquisition and Retention:** Focus on attracting and retaining skilled talent to ensure you have the skilled workforce needed to meet contract demands.
10. **Continuous Training and Development:** Ensure your team is well-versed in the latest regulations, technologies, and best practices. Ongoing training can improve performance and innovation.

So, GovCons, which strategy or strategies will you be implementing? Whichever you choose it can lead to adaptation in an ever-changing landscape and position your company for success and growth in the fiscal new year. Wishing each of you a prosperous new year!



*Marie Myszkier is the Director of Training at NVSBC*



## How to Overcome Being Shy as a Business Owner? ( Part 3) – Final

Remember, overcoming shyness is a gradual process. Be patient with yourself and celebrate your progress along the way.

### 1. **Set Realistic Expectations:**

- Understand that not every interaction will lead to a significant business opportunity.
- Focus on building relationships rather than immediate outcomes.

### 2. **Practice Active Listening:**

- When someone speaks, listen attentively and respond thoughtfully.
- Show empathy and ask follow-up questions based on their responses.



*Author is John Cochran who is the Consulting Manager at NVSBC*

### 3. **Use Technology to Your Advantage:**

- Connect on LinkedIn during the event. It's an efficient way to stay in touch.
- Take notes on business cards or in a digital app to remember key details about people you meet.

### 4. **Take Breaks When Needed:**

- It's okay to step away and recharge if you feel overwhelmed.
- Find a quiet corner or take a short walk to regain your composure.

Remember, networking is about building relationships, not just collecting business cards. Be authentic, show interest in others, and gradually expand your comfort zone. You've got this!

*Find Parts 1 & 2 in our June and July First Call Newsletters [here](#).*

### **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

## 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.



*John Cochran is the Consulting Manager at NVSBC*



### Delivering IT By the Book

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- ✓ CyberMentum™ – Your affordable path to NIST SP 800-171 and CMMC 2.0 compliance



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Take the first step toward securing your business with a complimentary cybersecurity consultation from the experts at Iviry. Let's work together to protect your organization and ensure compliance with NIST SP 800-171 and CMMC 2.0 standards.

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# 2024 Veteran Small Business Advocate Awards!

**Registration Now Open!**

**Veteran Small Business Advocate Awards**  
PRESENTED BY  
**JPMorganChase**

**NOVEMBER 7, 2024**

**Falls Church Marriott  
Fairview Park**  
Falls Church, Virginia  
5:30–6:30 PM: Reception  
6:30–8:30 PM: Dinner & Awards Ceremony  
*Business Attire*

SPONSORSHIP & REGISTRATION  
**Prospectus**

The Veteran Small Business Advocate Awards honor federal agencies, large primes, veteran entrepreneurs, veteran owned businesses, and employees of veteran-owned businesses making an impact in government contracting by meeting and exceed contracting goals.

Although nominations are closed, sponsorships are still available as the NVSBC Awards Gala is a great way to promote your organization to GovCon audiences and support non-profit programming.

**To learn more about this year's Veteran Small Business Advocate Awards, please visit our event [website](#).**

## October 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.

### Featured Partner Deal

NVSBC members, receive:

- Waived setup fees
  - Reduced minimums for small businesses
  - At Cost program for charities/non-profit organizations
  - Full end to end service (graphic design, build pre-order online store, collect payment, drop ship fulfillment, etc...)
- High quality American made branded apparel personalized with your business or charity logo. Only 3% of the apparel in the US is American made.
- American made apparel is hard to find. Only 3% of the apparel in the US has a 'Made in USA' tag. We want to make a difference and your order will help create American jobs.
- Authentically American partners with hundreds of Veteran owned/operated businesses and charities who want American made for their custom branded apparel to help drive higher levels of engagement and increase employee morale and retention.
- NVSBC members: Login into your VetFedConnect account to get started on your order and to redeem your offers.

[Authentically American - Veteran Owned, American Made Apparel](#)

## Membership and Sponsorship Supports NVSBC Programs

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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)

## 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 reflected in water. In the top left, there is the NVSBC logo: a circular emblem with "National Veteran Small Business Coalition" around the perimeter and "NVSBC" in the center with a red star. The text "SPONSORSHIP & EXHIBIT BOOTHS NOW AVAILABLE" is written in large, white, bold, sans-serif font across the middle. Below that, "VETS 25" is written in a very large, dark blue, bold font, with a white star inside a circle between the "S" and "25". 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 text. Below this, a paragraph describes the event as "The Nation's Leading VSO-Sponsored Training, Networking, and Advocacy Event for Small Businesses Serving as Federal Contractors". At the bottom of this rectangle is a QR code and the text "Scan QR Code for Early Access Alerts".

# 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](mailto:members@nvsbc.org) with respective details.

### Congratulations Artemis ARC!

