



# SEPTEMBER 2024 FIRST CALL

Your logo could be here as a SPONSOR

## Transitions-A Soft Landing



Transition can feel like a rough landing after serving in the military for several years or even up to retirement. We miss the shared experiences and bonds often forged in tough environments. The great news is these bonds become our network after service, facilitating a business career after the military.

Researching all the available options (and there are many) can help us select what best aligns with our values and goals. Be sure to turn to your networks for advice—they want to help you!

Choosing government contracting and starting a small business can feel like an extension of service in many ways. In the veteran ecosystem, you can leverage your skills and help other veterans while you build your business. The NVSBC can help guide

you to success through a formalized mentorship program.

There are also free Charlie Mike training sessions hosted on the NVSBC YouTube channel that provide valuable insights; such as tips for making the most of an event in "[How to Work a Room](#)." Training continues at monthly in-person events throughout the country where you can both learn and grow your networks. Annual events such as the VETS25 Conference, Charity Golf Tournament, and upcoming NVSBC Gala are enjoyable and provide endless relationship-building opportunities.

At these events, you never know when the next hand you shake will be the one that launches you into a successful partnership. Isn't it great when it happens to be an unexpected teammate from a past assignment? It can make you feel energized and connected!

You can make your transition seamless with the knowledge that you are being supported by a top-notch organization and its vast network of members and sponsors who want you to succeed. It's a perfect landing!

### IN THIS ISSUE

#### Around the NVSBC

- Welcome New & Renewed Member Organizations*..... 2
- 4th Annual NVSBC-EF Charity Golf Tournament*..... 3
- Engagement Meetings*..... 4
- Calls to Action*..... 5
- September/October Events Calendar*..... 6
- The Value of Collaboration*..... 7

#### NVSBC Training Corner

- Continuing Resolutions:*..... 10
- VetFedConsult*..... 12

#### 2024 Veteran Small Business Advocate Awards!

- Registration Now Open!*..... 13

#### Other Events

- September Partnership Deals*..... 14
- Other NVSBC Events*..... 15
- NVSBC Celebrates YOUR GovCon Successes!* 16
- Inc. 5000 2024: Meet the Companies Building the Future*..... 17
- Inaugural GovCon survey*..... 17

**Author: Irene Vaishvila Glaeser, COL (Ret), US Army, is the CEO, [Spahr Solutions Group](#) and is a member of the NVSBC board**

# Around the NVSBC

## Welcome New & Renewed Member Organizations

### New Members

1Aardvark, LLC	Integrated Computer Solutions Inc.
Anderson Leadership Solutions	Pinnacle Cybersecurity Solutions
Annuity Coeptis & Associates Inc	RedTrace Technologies, Inc.
Becker Digital LLC	Second Watch Incorporated
Cornerstone Tech, Inc.	SYNAPP
Ghostwerks LLC	Today's Solutions LLC

### Renewed Members

A1 MEDICAL TRANSPORT	Hull IT Solutions & Services, LLC.
Amentum	Lockheed Martin Corporation
Bridges Home Health Care/ Landmark Integrated Health Services	Nobis Technology LLC
Concordant, LLC	RP Professional Services, LLC
CONVERGEONE GOVERNMENT SOLUTIONS LLC	Rule72 Financial LLC
Esprit de Competition	Semper Tek, Inc.
Foxhole Technology, Inc.	Strategic Medical Equipment Solutions, LLC
GV Solutions Inc	Strongbridge LLC
	Syms Strategic Group, LLC (SSG)
	The Craddock Group, LLC
	Tucker-Reeves Associates, 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](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

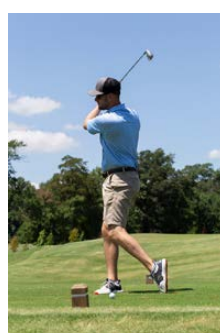
- **Access to VetFedConnect Directory**, providing access to thousands of contacts within the GovCon ecosystem
- **Early access**
  - Priority access to resources and information when available
- **Voting privileges** for membership by-laws, board membership, and more
- **Exclusive Partner Deals & Discounts**



# Around the NVSBC (cont.)

## 4th Annual NVSBC-EF Charity Golf Tournament

*NVSBC Education Foundation hosted its 4th Sold-Out Annual Charity Golf Tournament on 12 August 2024 at the Army Navy Country Club*



# Around the NVSBC (cont.)

## Engagement Meetings

*NVSBC hosted the Hampton Roads Engagement Dinner on 1 August 2024*



*NVSBC hosted the Philadelphia Engagement Dinner on 27 August 2024*



# Around the NVSBC (cont.)

## Calls to Action

### September 2024

#### DAYTON ENGAGEMENT DINNER

THU | SEP 5 | 5:30 PM - 8:30 PM ET

#### DC METRO ENGAGEMENT DINNER & VETFEDACADEMY

TUE | SEP 17 | 5:30 PM - 8:30 PM ET

#### TAMPA ENGAGEMENT DINNER

WED | SEP 25 | 5:30 PM - 8:30 PM ET

### 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

## Communities of Interest



# Around the NVSBC (cont.)

## September/October Events Calendar

### SEPTEMBER 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						

### 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			

Engagement Events
  Charlie Mike
  Conferences
  Special Events

**Event Dates Link to Online Information.**

## Harnessing Collective Power of Organizations: The Value of Collaboration

Business associations and non-profits dedicated to veteran-owned enterprises play a crucial role in fostering growth and success within this unique sector. By focusing on key areas such as networking, professional development, government contracting and commercial business opportunities, these organizations provide invaluable support to veterans transitioning into the business world.

In today's increasingly complex business landscape, nonprofit organizations and associations play a critical role in enabling members success while facing multifaceted challenges that often surpass the capacity of any single entity. Collaborative efforts among nonprofits and associations, especially concerning common membership objectives such as professional development, education, member engagement and providing value, are pivotal strategies.

The National Veteran Small Business Coalition (NVSBC) and the Florida Association of Veteran Owned Businesses (FAVOB) are collaborating to ensure each organization compliments and supports the other's Vision and Mission while maintaining a "play to your strengths" approach.

NVSBC is a nationally recognized non-profit organization that provides

training, networking, and Federal advocacy for veteran small business entrepreneurs in the federal market to ensure they are procurement ready and have enhanced access to opportunities to start, operate, sustain, and grow competitive and strong businesses serving Federal agencies and other government contractors.



**FLORIDA ASSOCIATION OF  
VETERAN OWNED BUSINESSES**

FAVOB is the only state-wide business association in Florida solely focused on the success of Florida's 185,756 veteran owned businesses (2017 Census). FAVOB Mission is to serve members in three key verticals. 1. Business to Business (B2B) and Business to Consumer (B2C). 2. Federal, State and local Government Contracting (GOVCON). And 3. Commercial businesses' supplier diversity contracting (CSD). The Mission is executed through the association's value proposition of "G.I.'s CAN" – Galvanizing, Information and Professional Development, Connections, Advocacy and Networking.

NVSBC and FAVOB leaders initially met at VETS23, the premier GOVCON event in the US. As military leaders, one a Commissioned Officer, and one

a hardworking Non-commissioned Officer (had to get that in) there was an immediate affinity and earned level of respect due to the shared values of duty and honor and service to this great nation.

This article explores the definition of collaboration, establishing guiding principles, and the value of collaboration while balancing individual organizational and collective goals.

### Defining Collaboration

When FAVOB and NVSBC leadership entered into a partnership, the first order of business was to define "collaboration." Operational definitions are key to success. If both parties do not share a common and accepted definition of terms, the possibility of success is limited, if not impossible.

Collaboration was defined as both "what it is, and what it is not." The words used to define collaboration are secondary to the process of coming to agreement. We defined collaboration as "acting to benefit each other's organizations as we would our own." In addition, "what it is not - is acting in our own self-interest to the detriment of the

*continued*

## Harnessing Collective Power of Organizations: The Value of Collaboration *(cont)*

other organization.” Definition of collaboration set boundaries and expectations that served both organizations well and resulted in “self-sacrifice” – putting the other organization ahead of your own organization that in the long-term benefited both. Leaders also defined AND provided examples of other elements of collaboration that were important to each party. These were defined as Guiding Principles that both organizations adhered to and held each other to account in word and behavior.

Shared Vision for the collaboration effort – not each organization’s vision, but the “vision” and value of collaborating. Leaders aligned common goals and objectives to ensure that efforts were directed towards the same outcomes, minimizing conflicts and maximizing impact and increasing value for members.

Mutual Respect. Leaders agreed upon what respect entailed. Listening, empathy, value of contribution and appreciation for different approaches, and strengths all of which fostered a positive working relationship.

Transparency. Open communication about goals, progress, and challenges. Exposing organizational weaknesses that could be offset with the other organization’s strengths.

Trust and confidence through

performance and meeting commitments. Behavior, not words, enables trust. Leaders agreed on what needed to be done, when, by whom and why. Meeting or exceeding expectations over time, built trust in each other’s competency and ability to meet commitments.

Actual collaboration began by meeting on a regular basis to get to know each other and what each organization was working to accomplish. That included the shared, and unique needs of each organization’s members, organizational objectives, product and services offerings, capacity and strengths and weaknesses.

At its core, collaboration among organizations involves leaders and staff working together towards shared objectives. This partnership may include joint programming, combined resources, or synchronized advocacy efforts. Unlike mere cooperation, which can be transactional, collaboration is characterized by deeper integration and mutual investment. Organizations do not merely exchange services but engage in a synergistic process where combined efforts yield greater impact than isolated actions.

### The Value of Collaboration

The value of collaboration is that it is a “force multiplier.” A combination

of organizational strengths, market position, size, location, membership and other elements that allowed each organization the ability to accomplish greater results than without it.

There is a bottom line to collaboration. That is that each organization met objectives that would not have been possible without the other organization.

A core competency of each organization is offering networking opportunities for members. NVSBC and FAVOB operate in the same market of Tampa, Florida. Collaboration resulted in co-branded networking events that benefited each organization. NVSBC built the first successful nation-wide Community of Interest in Tampa by leveraging FAVOB’s marketing, social media and membership to reach more potential attendees. While FAVOB encouraged members in the GOVCON vertical to attend NVSBC’s event to learn from GOVCON professionals who were not available to FAVOB due to size and experience. NVSBC offered FAVOB members NVSBC registration pricing and tracked the number of FAVOB members who attended. At one networking event, 50% of attendees were FAVOB members. There are other examples of the “bottom line” value of collaboration.

*continued*



## Harnessing Collective Power of Organizations: The Value of Collaboration *(cont)*

---

A co-branded virtual workshop for FAVOB members and non-FAVOB member veteran owned businesses was presented with NVSBC subject-matter experts. This collaboration benefited both organizations. NVSBC provided expertise not resident in FAVOB, while demonstrating the value of membership in NVSBC and soliciting registration in the annual VETS24 conference. FAVOB members benefited from the expertise provided and FAVOB was able to solicit membership in FAVOB from non-members who participated.

Collaboration leverages each organizations strengths and resources for the benefit of both. Collaboration among organizations is a powerful tool for achieving common membership goals such as education and engagement. By defining collaboration, establishing guiding principles, and understanding the need for mutual sacrifices, organizations can harness their collective strengths to drive significant change. In doing so, they not only advance their individual missions but also contribute to a more integrated and effective nonprofit sector.



**Author: Stu Smith, CEO of [FAVOB](#). The Florida Association of Veteran Owned Businesses is the recognized voice for Florida's veteran business owners and intends to position Florida as the "state of choice" for veterans to own and operate a business.**

## Continuing Resolutions: What are They? – and – Why you Should Care

As we close out FY2024 and look towards FY2025 I want to highlight nuances around continuing resolutions (CRs).

A refresher for those who may not be familiar – a continuing resolution (CR) is a temporary measure used by the U.S. Government to fund federal agencies and programs when a formal budget or appropriations bill has not been enacted by the start of the fiscal year.

Understanding CRs is important because they are a common feature of the U.S. budget process, impacting not only federal agencies and federal employees but also government contractors (GovCons). So, what are the impacts?

### Implications / Impact on Federal Agencies

1. **Operational Continuity:** On the positive side, CRs ensure that federal operations continue without interruption, avoiding a government shutdown and maintaining service delivery.
2. **Operational Uncertainty:** Agencies often face uncertainty about their funding levels and priorities when operating under a CR. This uncertainty may make it difficult to plan and execute long-term projects or make strategic decisions.
3. **Budgetary Constraints:** With CRs typically extending funding at previous year's levels, agencies may face challenges if there are increased costs due to inflation or new program needs.
4. **Delayed Initiatives:** Agencies may need to delay or scale back new initiatives, hires, or program expansions because they lack clarity on future funding. This can impede progress on key priorities or regulatory actions.
5. **Flexibility Limitations:** CRs can restrict agencies' ability to shift funds between different programs or projects, limiting their flexibility to address emerging needs or adjust to unforeseen circumstance

### Implications / Impact on Government Contractors

1. **Funding Uncertainty:** CRs create uncertainty regarding future funding levels and availability. GovCons may face delays or ambiguities in their contracts as federal agencies operate under temporary budgets.
2. **No New Programs:** CRs typically maintain existing funding levels, which means new programs or expansions of current programs are unlikely to be initiated during this period. GovCons working on new initiatives or expansions may experience delays or limitations.



Supplies for your business.  
Savings on your first order.

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

Claim offer



Walmart  Business

Article continues on next page

## Continuing Resolutions: What are They? – and – Why you Should Care (cont.)

3. **Impact on Contract Modifications:** Agencies may be restricted in making significant contract modifications or issuing new contracts until appropriations are settled. This can affect GovCons waiting for new work or changes to existing contracts.
4. **Budget Constraints:** Under a CR, agencies may need to operate within the same budget constraints as the previous year, potentially impacting the ability to execute contracts effectively or to meet performance expectations.
5. **Cash Flow and Planning:** GovCons might face cash flow issues due to delays in payments or contract awards. Planning and budgeting for projects may also be more challenging due to the temporary and uncertain nature of CR funding.
6. **Operational Adjustments:** GovCons may need to adjust their operations and workforce planning to accommodate potential changes or delays in government funding. This can include managing resource allocation and adjusting project timelines.
7. **Contractor Relations:** Prolonged CRs can strain relationships between GovCons and federal agencies due to uncertainty and potential changes in contract terms or funding availability.
8. **Strategic Positioning:** GovCons may need to strategically position themselves to respond quickly once full appropriations are passed. This might involve preparing for a surge in contract awards or modifications once normal funding resumes.

Marie's personal callouts, insights and items for you to contemplate:

- Contract portfolio diversification
- Cash flow
- Agility of operations
- Communications with your contracting officer(s) and technical point of contact(s)

As we move forward into FY2025, and the budgeting

process begins .... Remember a CR helps keep government operations running smoothly, it introduces uncertainties and constraints for GovCons, affecting their financial stability, operational planning, and project execution.

To close .... Some adages to reflect on ...

"Give me six hours to chop down a tree and I will spend the first four sharpening the axe." – Abraham Lincoln

"The time to repair the roof is when the sun is shining." – John F. Kennedy

"It is not the strongest of the species that survive, not the most intelligent, but the one most responsive to change." – Charles Darwin



*Marie Myszkier is the Director of Training at NVSBC*

## VetFedConsult

---

### 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

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*

# 2024 Veteran Small Business Advocate Awards!

## Registration Now Open!

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.

Sponsorships are available as the NVSBC Awards Gala is a great way to promote your organization to GovCon audiences and support non-profit programming.

Nominations are open and coming in for the following awards:

- 🏆 Champion of Veteran Enterprise Award
- 🏆 Veteran Small Business Advocate of the Year Award
- 🏆 Gordon H. Mansfield Veterans Small Business Award
- 🏆 Small Business of the Year
- 🏆 Small Business Employee of the Year

If you wish to nominate a deserving individual or organization for their outstanding contributions to the SDVOSB community, do so by Friday, 13 September 2024!

**National Veteran Small Business Coalition**

*Veteran Small Business Advocate Awards*

**NVSBC**

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*

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

# Other Events

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

### Featured Partner Deal

- NVSBC members receive 10% off Cabana virtual pricing for teams
- For employers who want to provide their workforce robust mental health support without an upfront financial burden or upgrade their employee assistance program, Cabana can help.
- [Cabana Health](#) provides private spaces—virtual and physical—for organizations to support their employees with personalized, confidential mental health support.
- Cabana was originally built for the U.S. Air Force with enhanced privacy to overcome unique barriers to mental health such as stigma, job security, time, and accessibility.
- Cabana offers **unlimited use and access** for all your employees to anonymous drop-in support groups, on-demand micro-learning, and therapist-curated tools. No co-pays, no restrictions, and no visitation caps for services.
- Our Cabana Pod provides an on-site physical space for employees to take guided wellness breaks to manage stress in the workplace in just minutes.

NVSBC Members: Log into your VetFedConnect account to view the member-exclusive discount for this deal!

## 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)

## 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 (Networking 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.



**SAVE THE DATE**

**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

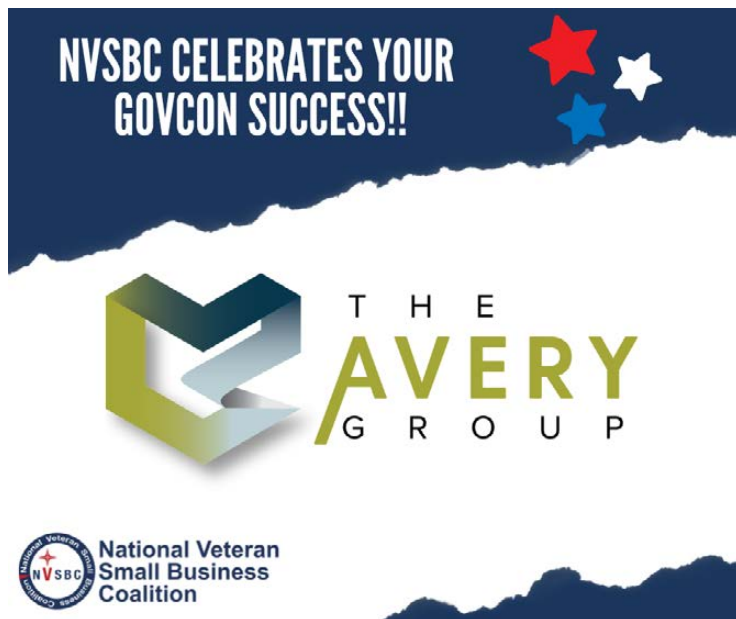
# Other Events (cont)

## NVSBC Celebrates YOUR GovCon Successes!

NVSBC would like to recognize and celebrate your GovCon success! We're calling all NVSBC members to share their recent successes in the government contracting ecosystem so that we may celebrate your achievements and amplify your voice!

Whether you've received prestigious awards, gained public recognition, secured new contract vehicles, forged strategic relationships, expanded your workforce (especially with military veteran hires), or achieved remarkable milestones through acquisitions, we want to hear about it!

Complete the form button below and fill out the form with the details of your achievements. We look forward to celebrating YOU!



**NVSBC CELEBRATES YOUR GOVCON SUCCESS!!**

**THE AVERY GROUP**

**National Veteran Small Business Coalition**

The Avery Group (TAG) was recognized by the Northern Virginia Chamber Of Commerce as "Finalist for Veteran-Owned Business of the Year > Maturing (5-10 Years in Business) for NVC's Distinguished Service Awards.

TAG was also awarded the following new contracts:

- ☆ US Army Stem Education - \$1.7
- ☆ CDC Program Management Support- \$1.6
- ☆ CDC IT Lab Support - \$1.8

Lastly, TAG has hired 8 new staff members, with 4 of 8 new employees are hired Veterans! #veteranshiringveterans

See more about The Avery Group [here](#).



**CONGRATULATIONS!!!**

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



## Other Events (cont)

### Inc. 5000 2024: Meet the Companies Building the Future



Inc. named five members of the NVSBC in its annual list of fastest growing companies in America. Congratulations to the following members:

- ☆ Black Box Safety #4,500
- ☆ Dobbs Defense Systems #376
- ☆ Goldschmitt and Associates #736
- ☆ OneZero Solutions #589
- ☆ Spartan Shield Solutions #2,933

While the Inc. 5000 list celebrates remarkable growth, we know that true success goes beyond any ranking. If your organization wasn't included, please know that we are incredibly proud of your achievements. Your hard work, dedication, and contributions to our community are invaluable and inspiring. Congratulations on your continued success, recognized or not – you are making a difference, and we celebrate your efforts wholeheartedly.

### Inaugural GovCon survey

Our friends and partners at The Greg and Camille Baroni Center for Government Contracting at George Mason University are currently conducting its inaugural GovCon survey to better understand the financial and operating performance of companies that work with and support the federal government.

This survey is an attempt to provide improved visibility into the current state of this vital segment of the national economy. In particular, decision makers across government contracting stakeholders will have a more comprehensive and timelier picture of the federal supplier base to ensure that policy and practice reflect and support the continued growth and sustainment of essential companies such as yours.

- The survey duration is approximately 15 minutes, focusing on key performance indicators used by federal contractors and their suppliers.
- All responses will remain completely confidential, with only aggregate results presented in our annual report.
- Raw data access will be restricted to a few members of our internal research staff, ensuring utmost privacy.
- The survey is designed for completion by senior leaders, such as the CEO, President, Owner, CFO, or an equivalent role.

If your company is interested in participating in the survey, it can be accessed through the following link [here](#) or button below.