



SEPTEMBER 2023 FIRST CALL



NETWORKING: CRITICAL TO GROWING YOUR BUSINESS



business. The great news is, the NVSBC provides numerous opportunities for you to do just that. Networking, to speak in military terms, is like fortifying your position with each new connection. That place of strength is one of the pillars of success for veteran entrepreneurs.

While serving, we veterans and our spouses and military family members network without even trying, perhaps as a by product of the numerous moves and deployments throughout our careers. The bonds forged through shared experiences, however brief, are there for life.

Moving along to the next assignment does not mean goodbye. The bonds follow us, and we know that we can reach back decades later and be welcomed as if time had never passed. How we treat others becomes not only our reputation but also our unconscious brand that we carry with us as we travel from location to location. And it is key to a healthy network with positive outcomes. It is always important to remember to support others as we have been supported over the years.

At NVSBC, we share an environment that is not only safe and supportive; it is also tremendously advantageous as we build our businesses and grow both personally and professionally. Through its offerings, we find opportunities for ourselves and

A year ago, I was new to business ownership in the GovCon ecosystem. After both military and government careers, I had gained a broad network but how was I to begin leveraging it? I decided my company would sponsor an event hosted by the National Veteran Small Business Coalition. Throughout the evening, and at my table at the first Annual Awards Gala, I met representatives from large primes, small business and other stakeholders. We were all there to meet each other, celebrate each other's achievements, listen to keynote speaker remarks, and just have fun. After that amazing night, one thing has continuously led to another. Through my NVSBC connections I have gained strategic partnerships, updates on legislation impacting my business, one-on-one mentoring, and endless possibilities!

We never know when the next person we meet will be the one that makes the right connection for us and for our small

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our network. Not enough can be said about the power of presence. We are excited to meet you at one of our events, and watch as your new networks help you and your business grow!!

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

[Spahr Solutions Group, LLC \(SSG\)](#) is a small business that focuses on providing quality information technology solutions to federal and Department of Defense customers. SSG is a Service Disabled Veteran Owned Small Business (SDVOSB), Historically Underutilized Business Zone (HUBZone), Economically Disadvantaged Woman-Owned (EDWOSB) and Woman Owned Small Business (WOSB) by the Small Business Administration. SSG has experience in federal contracting, Information Technology, both military and federal leadership inspector general operations and investigations, law enforcement, and quality assurance. Above all SSG values their employees and fosters a culture where every employee is a member of their extended family.

Welcome New & Renewed Member Organizations

New Members

Applied Computing
Technologies, Inc. (ACT)
Bonna Vita Ventures
Concordant, LLC
Diverse Professional Solutions
LLC
Esprit de Competition
Gowda Informatics Automation
and Technologies, LLC
GV Solutions Inc
IV Consulting Group

Lambert Financial
Mil-Spec Safety & Security
Strongbridge LLC
Vets2PM, LLC

Renewed Members

CWH Group, LLC
EPCC/Contract Opportunities
PTAC
First Bank of the Lake
Global Accounting
Hernandez Consulting &
Construction
Hull IT Solutions & Services,
LLC.
Lockheed Martin Corporation
Medical Place, Inc

RP Professional Services, LLC
Rule72 Financial LLC
Selflock Screw Products Co Inc
Semper Tek, Inc.
Triumph Enterprises, Inc.

VETERAN SMALL BUSINESS ADVOCATE AWARDS GALA

November 14, 2023 | 5:30PM – 8:30PM

**Recognizing Federal Agencies and GovCon Primes
that fuel Veteran Small Business in America**



Coalition Celebrations

NVSBC held its quarterly networking lunch in **Norfolk, VA** (below) on 3 Aug 23 and its kickoff networking event dinner in partnership with JPMorgan & Chase and joined with FAVOB on 26 Aug 23 in **Tampa, FL** (right)



NVSBC attended the 2023 HUBZone Conference in Leesburg, VA

Veterans Mean Business

Training. Advocacy. Networking.



Calls to Action

September 2023

DC NETWORKING DINNER & VetFedAcademy

TUE - SEP 12 | 4:00 PM - 8:30 PM ET

SAN DIEGO NETWORKING DINNER

TUE - SEP 26 | TIME 5:30 PM - 8:30 PM PT

October 2023

HUNTSVILLE NETWORKING DINNER

TBD



SEPTEMBER 4, 2023



SEPTEMBER 11, 2023



BIRTHDAY | SEPTEMBER 18, 1947



NATIONAL POW/MIA RECOGNITION DAY

YOU ARE NOT FORGOTTEN

SEPTEMBER 18, 2023

September, 2023 | www.nvsbc.org

Calls to Action *(continued)*

ChallengeHER

Opportunities for Women in Federal Contracting



ChallengeHER is a national initiative to boost government contracting opportunities for women-owned small businesses with a special focus on the Women-owned Small Business (WOSB) Federal Contracting Program. In April 2013, WIPP, American Express, and the SBA launched ChallengeHER to deliver free workshops, mentoring, and direct access to government buyers.

ChallengeHER Phoenix (9/14/2023)

Location: Renaissance Phoenix Downtown Hotel

100 N 1st St Phoenix, AZ 85004

challengeher.us/challengeher-phoenix-9-14-2023

ChallengeHER DMV (10/24/2023)

Location: Silver Spring Civic Building

1 Veterans Place, Silver Spring, MD, 20910

challengeher.us/challengeher-dmv-10-24-2023

 National Veteran Small Business Coalition

MAY 20-23, 2024

VETS 24

SAVE THE DATE

Sponsorships Available

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

Business Leadership: Federal Contracting

RSM Federal's Industry Report on the Court Decision on SBA 8a Program

Joshua Frank, Executive Coach for Winning Government Contracts, Professional Speaker, Bestselling Author, and Founder & Managing Partner of RSM Federal interviewed and spoke with dozens of contacts, industry colleagues, and government employees and he and his team wrote a comprehensive and detailed analytical report developed for Industry with recommendations. This report will be worth the read for any small business that sells to the government. To read this report, [click here](#).



Joshua Frank (Managing Partner, MBA) Bestselling author, professional speaker, and business coach with 30 years in the federal space, Mr. Frank is a leading authority on government sales and the tactics and strategies required to win government contracts.

RSM Federal is an award-winning coaching and consulting firm that works with small, mid-tier, and large companies to accelerate their understanding of the government market and learn how to position for and successfully win government contracts - with exceptional results.

Create lasting impact

What does it take to achieve sustainable success?

Working with partners who understand the challenges you face and share your commitment to growing your business and community.

What would you like the power to do?®

Start the conversation

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Investment products offered by Investment Banking Affiliates:

Are Not FDIC Insured

Are Not Bank Guaranteed

May Lose Value

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Calendar of Events

Partnership Deals

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.



Partner Deals

Featured Partner Deal

“At Wendroff & Associates, one principle guides all others: Be proactive and exceed the client’s every expectation as the business owner’s most trusted adviser. We know being an entrepreneur is risky — everything is on you to fail or succeed. But make no mistake — entrepreneurs are the most important people to our economy. They birth the new and create opportunity. And we cherish the opportunity to support their mission.” — Brian Wendroff

Wendroff & Associates has offered an exclusive discount to NVSBC Member organizations. Learn more visit this link, www.wendroffcpa.com/nvsbc

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!**

Join Today!

Sponsorship Opportunities

Your 1/8 page Ad
COULD BE HERE!
Sponsorships available.

Calendar of Events

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
- Washington DC Networking Dinners
- Many more...

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

Visit NVSBC Events



14
NOV

Veteran Small Business Advocate Awards Gala

Falls Church Marriott - Fairview Park
Falls Church, Virginia



VETERAN SMALL BUSINESS ADVOCATE AWARDS GALA

Recognizing Federal Agencies and GovCon Primes that Fuel Veteran Small Business in America

NOMINATIONS



NVSBC Awards Nominations are OPEN! Recognize and Nominate Today! Sponsorships are available too!

These awards recognize both Federal agencies and large government prime contractors for their efforts to meet and exceed contracting goals. Additionally, these awards recognize individual Veterans, Veteran-owned small businesses, and employees of Veteran-owned businesses.

All nominations MUST be submitted no later than Friday, **September 15th** to be considered. No late nominations will be accepted. Log into your account in [VetFedConnect](#) to get started!



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Consult [DTS.com/cyber-track-basic](https://www.dts.com/cyber-track-basic)

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 Federal Procurement Event you'd like NVSBC to consider adding to this page, please contact members@nvsbc.org with respective details.

[Enter Federal Procurement Events](#)

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WITH YOUR LOGO/AD HERE.**

1/2 PAGE ADS \$500

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