



# DECEMBER 2023 FIRST CALL

Your logo could be here as a SPONSOR.

## Perspective on 2024



For the last decade, we've navigated through government shutdowns, pandemics, and major technological shifts without breaking stride - because we've been trained to keep going. Our strength lies in our military background.

Long before we worked in contracting, we learned that when you execute a plan, it can go up in smoke, and you simply have to adjust. That veteran resiliency, that adaptability, that never-quit attitude isn't something you find in every company. The experiences that forged you as a leader in the military are paying dividends now in the commercial sector. In moments when our environment is a challenge, we do what we have been trained to do: carry on and adjust when we must.

And so, my hope for 2024, is that each of us can take solace in the fact that our work matters. What we do supports our national security, our warfighters, our citizens, and the functioning of our governmental agencies. I wish you another year of direction, purpose, and fulfillment leading companies with impact.

*Edward Tuorinsky is the Managing Principal of DTS and is the President of the NVSBC Board of Directors*

As the year draws to a close, I'm writing with a message of unity and hope for 2024.

There's no doubt that the state of government contracting is complex right now, with chaos in the political spectrum, questions about the coming election year, and the squeeze of inflation. Though nothing catastrophic has happened, 2023 has been a rough year for many in our community. We're all feeling it. We've arrived here together.

As you look ahead and work through your strategic planning process, it's tempting to focus on the unknowns. In other businesses, high interest rates, global conflicts, and management delays might make or break 2024 plans. But in government contracting, we hold steady. Our risk profile is lower than other businesses because we have long-term government contracts that help us stay stable and more immune to flux.

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## Welcome New & Renewed Member Organizations

### New Members

4TAS Supply  
Acerts Weapons, LLC  
AdGrid USA, LLC  
Age Advantage Senior Care Services  
Amtrin Corporation  
Ballard CLC, Inc  
Bino Construction  
Bravo Zulu Enterprise, LLC  
Crosscheck Technologies  
DV Solutions, LLC  
Honsi Senior Care LLC

Millbrook Support Services, Inc.  
Network Designs, Inc  
Rock Head Consulting LLC  
The Collins Group, LLC  
Vizlesan, Inc

### Renewed Members

BAE Systems  
Bailey Information Technology Consultants. LLC  
DGA Medical  
David T. Scott & Associates, LLC  
Deborgem Enterprises  
Dynamic Integrated Services, LLC  
EM Key Solutions  
Enhanced Veteran Solutions, Inc  
Goldschmitt and Associates, LLC  
HigherEchelon, Inc  
HRUCKUS, LLC  
Intelligence Analysis, Inc  
ITL Solutions, LLC

KBR Leading Solutions, LLC  
Pathfinder Consultants, LLC  
PNT Data Corp  
Premier Consultants International, Inc  
RightDirection Technology Solutions LLC  
SteerBridge  
Telos Agility LLC  
The Vocation Depot  
ThinkForm Architect, LLC  
Thomas & Moore Strategic Ventures  
Warfeather

# SAVE THE DATE

FEBRUARY 28, 2024 | 8:00 AM - 3:00 PM

Online or in Person

## VETERAN ACCESS TO CAPITAL SYMPOSIUM

George Mason University, Arlington Campus

3351 Fairfax Dr  
Arlington, VA 22201



### Event Founders:



National Veteran  
Small Business  
Coalition



### In Partnership with

JPMORGAN CHASE & Co.



JPMorgan Chase & Co., Founding Partner



Costello College of Business  
Greg and Camille Baroni Center  
for Government Contracting

## Coalition Celebrations

WELCOME TO THE TEAM



National Veteran  
Small Business  
Coalition



**Marie Myszkier**  
DIRECTOR OF TRAINING



**John Cochran**  
COUNSELING MANAGER

Please join us with welcoming our newest team members, Marie and John to the National Veteran Small Business Coalition!

### Marie Myszkier

Marie is a Michigan native who now resides in Florida. She earned her Master of Business Administration degree from the University of Detroit and studied abroad at Oxford University and in Volterra, Italy. She obtained her Bachelor of Arts degree from Central Michigan University and has received certifications in Supplier Diversity (CSDP) from the Alliance of Supplier Diversity Professionals and in Project Management (GWCPM) from George Washington University.

Click [here](#) to learn more about Marie.

### John Cochran

John is a New York City native who now resides in the metropolitan area of Atlanta, GA, with a wife and five kids. He earned his Bachelor of Science degree from Colorado Technical University. He has certifications in ITIL service strategy, ITIL foundation, IT Business Management, Crystal Reporting, Network Fundamentals, and Advanced IT Service Management.

Click [here](#) to learn more about John.

## Coalition Celebrations

### THANK YOU TO OUR SPONSORS

#### VETERAN CHAMPION SPONSOR

JPMORGAN CHASE & Co.

#### EVENT SPONSOR



#### TABLE SPONSORS

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**NORTHROP GRUMMAN**



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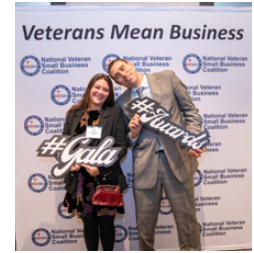
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## Coalition Celebrations



## 2023 Veteran Small Business Advocate Awards Gala



## NVSBC Celebrations

### NVSBC at the SAME Conference



### NVSBC at the NVSBE Conference



## Calls to Action

### December 2023

#### DC NETWORKING DINNER + VETFEDACADEMY

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

### January 2024

#### TAMPA NETWORKING DINNER

WED | JAN 17 : 5:30-8:30 PM

#### CHARLIE MIKE TRAINING SERIES WITH QC JONES

THU | JAN 18 | 4:00 PM - 8:30 PM ET

#### DC NETWORKING DINNER & VETFEDACADEMY:

WED | JAN 24 | 4:00 PM - 8:30 PM ET



## Calendar of Events

### DECEMBER 2023

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

### JANUARY 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				

 Networking Events

 Charlie Mike

 Conferences



## VETS24 Conference

We are the **nation's leading non-profit organization** providing **Training, Networking, and Advocacy** for Veteran and other small business entrepreneurs who continue to serve our country as government contractors.

The VETS24 Conference is **NVSBC's premier annual event** focused entirely on **GROWING YOUR BUSINESS!** Bringing together procurement-ready small businesses with buyers & Procurement Decision Makers (PDMs) from both Federal agencies and large GovCon prime contractors, the VETS24 Conference is the nation's leading multi-agency small business event of the year!

Sponsorship & Exhibitor opportunities are now open!! Use the QR code or click on the image below to **register to Sponsor or Exhibit today.**



**Registration will open January 2024**

 **National Veteran Small Business Coalition**

**MAY 20-23, 2024**

**VETS<sup>★</sup>24**  
**SAVE THE DATE**  
*Sponsorships Available*

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

The graphic features a background image of a city skyline at dusk with palm trees and a body of water reflecting the lights. The text is overlaid in various colors and fonts, including a large teal 'VETS24' with a star in the zero, and 'SAVE THE DATE' in white. The NVSBC logo is in the top left corner.

## Staying Focused During the Holidays

### VOSB and SDVOSB Certification

A quick search in the SBA's Dynamic Small Business Search (DSBS) database sheds light on where VOSB/SDVOSB owners are at with respect to obtaining their certification(s). Presently, there are approximately 81k self-certified VOSBs and 48k self-certified SDVOSBs. When one does a quick query for certified VOSBs/SDVOSBs the numbers drop dramatically; approximately 5k certified VOSBs and 20k certified SDVOSBs; this is across all business sectors.

Questions a business owner ought to be asking themselves are, "What will a contracting officer do come the start of the new year when they want to do a VOSB/SDVOSB set-aside?" "Will they find enough capable and qualified companies?" GovCon law firms; [Koprince McCall Pottroff LLC](#), [PilieroMazza PLLC](#) and [Schoonver + Moriary LLC](#) (to name but a few) as well as the [APEX Accelerators](#) (across the U.S.) have written articles and presented on the certification process now being administered by the SBA and the need for companies to stay abreast of the certification regulatory requirements.

If you have your certification and it is reflected in the SBA's DSBS you are off to a great start. Utilize the holidays to market your company. If you haven't locked in on your certification, I would recommend starting the process and complete your certification as soon as possible.

*Wishing you a safe and happy Holiday Season!*

### Helpful Links and Information:

[Code of Federal Regulations: eCFR :: 13 CFR Part 128 -- Veteran Small Business Certification Program](#)

Contracting officers are authorized to restrict competition or award sole source contracts or orders to eligible SDVOSBs. In addition, [48 CFR chapter 8](#) authorizes VA contracting officers to restrict competition or award sole source contracts or orders to eligible VOSBs and SDVOSBs.

Federal Register: [Federal Register :: Veteran-Owned Small Business and Service-Disabled Veteran-Owned Small Business-Certification](#)

Small Business Administration: [Veteran contracting assistance programs | U.S. Small Business Administration \(sba.gov\)](#)



*Marie Myszkier is the Director of Training at NVSBC*

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

# Calendar of Events

## 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 registration for **Cyber Track: Basic**
- DTS provides tailored, scalable cybersecurity solutions for small- and medium-sized organizations. Our approach to cybersecurity is consultative and education-oriented, including **DTS CyberSchool**, online coursework designed to help contractors and others take a more active role in their cybersecurity needs.
- **Cyber Track: Basic** explains key concepts for the 15 FAR security requirements and 17 minimum security controls required for CMMC Level 1 and provides step-by-step instructions for how to document each one for compliance.
  - Plain language explanations
  - Easy-to-follow instructions
  - Examples and tips
  - Work at your own pace
- Fulfill the pre-award C-SCRM requirements for OASIS+ and the CMMC Level 1 documentation requirements using **Cyber Track: Basic** to write a System Security Plan (SSP).

## 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!**

# 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.



**Handle documentation for CMMC and OASIS+ yourself (and save thousands!)**

**With DTS's guided online course, you can write your own System Security Plan, providing documentation for CMMC Level 1 and OASIS+**

**CyberTrack: Basic**

- Plain language explanations
- Easy-to-follow instructions
- Examples and tips
- Work at your own pace

**Register now for DTS CyberSchool and DIY your documentation!**  
**Use discount code "NVSBC" for 10% off registration**  
[ConsultDTS.com/cyber-track-basic](https://www.consultdts.com/cyber-track-basic)

# Calendar of Events

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



**We want to celebrate with you!! Click [here](#) (or the image above) to share your GovCon success with us for a chance to be featured in our FirstCall Newsletter! First Call audience is of 48,000+ in the GovCon community with an open rate of 39%!**