



FEBRUARY 2024 FIRST CALL

Your logo could be here as a SPONSOR.

WHY ATTEND THE VETS24 CONFERENCE? REASON #1 - TRAINING BY EXPERTS



business marketplace. From market intelligence to captured work, these sessions provide the keys to success and revenue growth in 2024 and beyond. Includes 'How To' BD planning, detailed agency pipeline reviews, and multiple 'Industry Day' presentations by agency leadership on pre-solicitation & pre-release 2024 acquisitions!

TRACK 2 FORTIFY YOUR FIRM:

Internal Investments to Increase PWin & Self-Evaluation Points

Track 2 Sessions identify critical success factors to accelerate GovCon small business growth in this highly competitive marketplace. Learn which internal BD investments lead directly to increased proposal PWin and how to implement the best practices in your firm. With more solicitations moving to quantitative self-evaluations, learn the tricks to increase your corporate "point value".

TRACK 3 EXPAND AND SCALE :

Strategies to Maximize Recompetes, & Accelerate Growth

Track 3 sessions provide strategies for corporate acceleration and introduce force multiplier tactics to increase your firm's ability to expand and scale. Track 3 topics include: Maximizing Post-Award Revenue;

The VETS24 Conference offers targeted, high impact training sessions led by experienced GovCon experts who understand how the federal contracting game is played. AND are willing to share the secrets most conference speakers don't know or won't share. Period. VETS24 Conference training provides the knowledge, expertise, network connections, and proven strategies to navigate the world's largest and most confusing marketplace. Leave each session with takeaways: Best Practice Guides; Implementation Checklists; Tip/Trick/Techniques for Success Strategies; and other tangible learning tools.

TRACK 1 BUILD YOUR PIPELINE:

Define Your Target Markets & Close New Business in 2024 & Beyond

Track 1 Sessions provide clear navigation in the complex and constantly changing Federal small

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Leveraging Agency Access; Organic Vs Inorganic Growth; Understanding & Leveraging the Mentor Protégé and Joint Venturing Programs; Services vs Product Sales – or BOTH?

**VETS24 Conference training –
the Best Value for Your Federal GovCon
Business Success!**

*Scott E. Semple, is the Senior Director -
National Events*

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

42 United Government Services, LLC
ADS, Inc
ALLmobility, LLC
Bank of Charles Town
Blue Guardian IT Professional Services
Blue Phoenix
BreeWorld LLC
Burton Group Enterprises
Code of Support Foundation
CYNWAVE Solutions
Dean Strategic Advisors, LLC
DecisionPoint Corporation
FlexTech Solutions, LLC
Fluor
Global One Solutions
Holocom Inc.
IQ Sig LLC
KDG Support LLC
Konvivial LLC
Krilla Kaleiwahea Native Hawaiian Organization
L. Austin, LLC
LaikenBruce LLC
Lalini Enterprises LLC dba LE GLOBAL

Merrill Lynch
Movement Rx
NAGTEX, Inc.
NPO CREATIONS LLC
Onsite Construction Group LLC
Pricus Marine, LLC
Prometheus Federal Services
Proxiy-EC
RangerWi-Fi Consulting LLC
Rolle IT
Saisho LLC
Solvat Services
Space Coast Aviation Advisors
StrategyLINC Consulting
Symmacore
TALENT Healthcare Staffing Services, Inc
Task Force Labor
The 1803 Group, LLC
Universal Security LLC
VENTUS Solutions
Wander Staffing

Renewed Members

2TechJV, LLC
ABSI Aerospace & Defense
Acquisition Experts, LLC
AEONRG, LLC
BDR Solutions, LLC
Burke & Herbert Bank
Carter-Lambert Divisions, LLC
Centrifugal Energy Ilc.
CGH Global, LLC
CPMC, LLC
Cruzer LLC
Cuna Supply LLC
Dean & Associates LLC
Drexel Hamilton
Dynamic Government Resources, LLC
EGA Associates, LLC
Eleven09, LLC
Engineering Services Network, Inc
FP&C Consulting
GCC Technologies, LLC
Insperity

ISI Professional Services
JJR Solutions, LLC
Mellott & Associates LLC
MicroTech
MIRACORP, Inc
NetCentric Allioance LLC
New Mexico Veterans Business Outreach Centers
Ortho Clinical Diagnostics
PARATUSEC LLC
Parrot Surety Services LLC
Prescient Technologies
RC4VETS LLC
Reston Law Group, LLP
RSM Federal and Veteran Warehouse Supply
SAIC
Spartan Shield Solutions
Stay Safe Solutions
TJFACT, LLC
Z-TECH Solutions, LLC



REGISTER NOW!

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



Presented by

JPMORGAN CHASE & CO.

In partnership with



February 2024 | www.nvsbc.org

Coalition Celebrations



NVSBC held it's staff retreat on 25 Jan in Alexandria, VA. We are here to serve SD/VOSB professionals throughout all stages of the business life cycles to operate, sustain, and grow thriving businesses that perform as effective government contractors.



NVSBC hosted it's DC Networking Dinner Event on 24 Jan



Around the NVSBC (cont.)

Coalition Celebrations



NVSBC joined by FAVOB hosted it's Tampa Networking Dinner Event on 17 Jan, 2024.



Calls to Action

February 2024

HAMPTON ROADS NETWORKING LUNCH

THU | FEB 1 | 11:00 AM - 1:00 PM ET

HUNTSVILLE NETWORKING LUNCH

THU | FEB 8 | 11:00 AM - 1:00 PM CT

DC NETWORKING DINNER & VETFEDACADEMY:

TUE | FEB 13 | 4:00 PM - 8:30 PM ET

SAN DIEGO NETWORKING DINNER

WED | FEB 21 | 5:30 PM - 8:30 PM PT

VETERAN ACCESS TO CAPITAL SYMPOSIUM

IN-PERSON & VIRTUAL EVENT

WED | FEB 28 | 8:00 AM - 3:00 PM ET

March 2024

DC NETWORKING DINNER & VETFEDACADEMY

WED | MAR 13 | 4:00 PM - 8:30 PM ET



Around the NVSBC (cont.)

Calendar of Events

FEBRUARY 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			

MARCH 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

What it means to be a Member of the Wonderful NVSBC community!

Hi – I am Phil Panzarella, and it is my pleasure to share the following thoughts which were included in my acceptance speech while receiving the Gordon H. Mansfield Veteran Small Business Award at the NVSBC Awards Gala on November 14, 2023.

As a proud member of the NVSBC veteran community, ANY accomplishments we achieve are enabled by all of us in this community. I challenge each of you to think about what it truly means to be a member of this **wonderful community of veterans and friends**.

Remember, all of us are Americans first and we love this great country. We all served in some capacity. I would like to **inspire each of you** “to do” or “continue to do” even more as servant leaders. The world and our community need you ALL! Although we have a lot to thank God for; we are in some challenging times; requiring positive action. As such, I would like to share some ideas for success that have worked for me! My **message** is that we all have a unique “**gift**” and as individuals can make a profound difference!!!! I challenge each of you to find & leverage your gift!

My passion is for this veteran community. That is one of the reasons why I commit to working through NVSBC to help veteran entrepreneurs grow their businesses as they make a point of hiring veterans in turn and growing our community by creating jobs! After much reflection, I thought: what is the common thread in all? Here are a **few key thoughts** that I would like to share with you.

First, be passionate. You cannot be successful in anything unless you are passionate about something. Like many of you, I went through good and tough times personally and in business! There is always something positive to learn as long as you have the passion to **keep pushing forward**. **Passion for what you do enables you to persevere and weather the storms to accomplish your goals!**

Second, show people you genuinely care. It is about trust, commitment, and love. You can never be

successful by yourself. A leader is candid with others and gets the best of them by **developing, inspiring, and empowering them to be the best version of themselves!**

Third, life-long learning. Life is about change. You change on your own terms, or you are forced to change because the world around you changes. So, stay ahead of the game by pursuing constant learning in your profession!

Fourth, positive attitude. Be positive, always investigate HOW you can make it happen and find a way to do it. Positive energy is infectious!

And finally, stay true to the real reason WE ALL work so hard. It is the greatest accomplishment in my life which is “**My Family**.” You can change jobs, roles & life circumstances, but at the end of your day, your family is always there for you. So do the best you can to not let a single day go by without “YOU” being WITH THEM AND FOR THEM... THAT is what matters the most. Remember to hug them & tell them you love them every day!

So, the bottom line...if you have the passion, if you engage and care for others, commit to life-long learning with the right attitude and always keep your ultimate objective in mind, you and your family will be happy and as important..... YOU will be able to successfully navigate life’s many challenges! So be happy, life is good! Leverage your gift and make a difference!

Phil Panzarella is currently the Founder & CEO of [Panzarella Consulting, LLC](#) and is a NVSBC board member.



Around the NVSBC

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 is Now Open!



The VETS24 Conference will be held at the Rosen Centre Conference Facility & Hotel in Orlando, FL. Visit, www.rosencentre.com, to make your hotel reservation today.

National Veteran Small Business Coalition
NVSBC

MAY 20-23, 2024

VETS24
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 on this image. The NVSBC logo is in the top left, the dates are in the top right, and the main event title is in the center. A descriptive tagline is at the bottom.

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 with respective details.

Featured Partner Deal

TaxAct®

Filing your business taxes doesn't have to be complicated. Especially when you switch to TaxAct®. Their easy-to-use online software makes filing simple!

Plus, as a member of NVSBC you can save 25%.

- There's a reason TaxAct is a great deal in business tax preparation:
100% Accuracy Guarantee
Rest assured, TaxAct guarantees the calculations on your return are 100% correct.
- **Deductions and Credits**
You'll be walked through a broad range of business expenses and situations to help you identify and enter deductions and credits that may apply to your business.
- **Unlimited Free Support**
Get fast answers in the Customer Care Center or contact us for free account & technical support for any queries related to your business tax filing needs.

NVSBC Members: [Click here](#) to learn more about this exclusive NVSBC member partner 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!**

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](#)
- [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.

SUPPORT *FIRST CALL NEWSLETTER**
YOUR LOGO/AD HERE.

1/2 PAGE ADS \$500

**First Call audience of 48,000+ in the GovCon community with open rates 38%*

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 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%!