



MARCH 2024 FIRST CALL

Your logo could be here as a SPONSOR.

Women In History Month



March celebrates Women in History, and I am delighted to pay tribute to the women veteran business owners who are part of the NVSBC. Navigating the federal market is challenging, and women’s adaptability greatly contributes to our success. If you are one of these remarkable individuals, I commend your tenacity in pursuing entrepreneurial dreams.

MIRACORP’s 25 years of success stem from unwavering perseverance. Persistence and adaptability significantly contribute to our achievements. While our approach may not appear conventional, recognizing that our tax dollars fund the salaries of small business representatives encourages our proactive engagement.

With a greater understanding of small business operations, we can enhance our partnerships with our federal and commercial customers. Small businesses operate within constant microbursts, managing finances, taxes, labor laws, logistics, contracts, and the pursuit of business. Delving into the intricacies of large agencies or corporations expends our limited resources that are otherwise focused on operations. However, your company offers services or products that are commonly sourced. How can we collaborate effectively?

I challenge our future customers to consider the risks small business owners manage, personal sacrifices made, and tax dollars they contribute. Entrepreneurs demonstrate courage by risking their personal livelihoods to offer valuable services or products. How can your organization honor our small business heroes?

To women-owned businesses, I encourage you to support and uplift each other. The 2024 Women’s History theme is “Women Who Advocate for Equity, Diversity, and Inclusion.” Advocate and encourage those around you,

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remain dedicated to your mission, and honor the values your military service instilled. Your integrity and resilience are paramount to your success in the business world.

Lastly, if you are not meeting your goals, small businesses are aware of it, and they are standing at conferences like NVSBC VETS24, trying to get your attention.

Cindy Miracle is the Founder & Chief Strategy Officer of [MIRACORP](#), and a NVSBC Board Member.

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

171Comply
3500 Square, LLC
4th Sector
A2E Digital Solutions LLC
ABB International Consulting, LLC
Action Technology Services, LLC
Alliance Core Solutions, LLC
Aprio
Arnub Advisors LLC
Bancroft Capital
BD Succeed LLC
BES Solutions, Inc.
BizLia, Inc.
Broadband Connect, LLC
Brownstone Mediation Services, LLC
Business Technology Integrators (BTI)
CFR & Associates
Computer Evidence Specialists LLC
Connected Logistics
Dynamic Service Integration Corp
Fortuna
Four Points Technology
Fusion Cell
GCS Geospatial
Glessie and Company, LLC
Global Analytical Professionals
Itterra Solutions
Innovative Advanced Solutions, LLC
InovaGov
KimoZ Consulting
Kinas Solutions, Inc.
King Consulting Engineering
LCC3 Construction Services, INC
LEDE2 Consulting, LLC
MAG Defense

Mijan Construction
Miles Management Group, Inc.
MJL Holding Enterprise
MKS2, LLC
NATIONAL CONSULTING PARTNERS, LLC
North Pass Logistics, LLC
N-ovation Technology Group
Paragon Technology Group, Inc.
Plexsum Staffing Solutions, Inc.
Premier Enterprise Solutions, LLC
Regis F Arnone - B2B CFO
Renaissance Global Services, LLC
Rikka Law PLLC
RISA
RVbyMilitary.com
S&B Christ Consulting, LLC
SDLC Advisors
Shellback Construction
signature labor services
Skyward Aviation
Strategic Logistic Technologies LLC
Tenacity Solutions, LLC
TFN Lending
TFSupply
The Grey
Top Line Growth Partners
Trabus Technologies
TRiSTAR (Tri Star Engineering, Inc.)
TV Chair
Veterans Affairs Law, P.A.
Victor12, Inc.
Virtue Group, LLC
WellPath Medical

Renewed Members

Advanced Systems, Inc.
AECOM
Alvarez LLC
Amerivet Securities, Inc
Andrew Morgan Consulting
Aptive Resources
Asymmtric Solutions (ASUSA,PRO)
ATEK Distribution LLC
Bluejacket Industries Materials
Boots 2 Cyber LLC
Building Envelope Assessment & Repair, LLC (BEAR LLC)
Caladwich Consulting
Centuria Corporation
Civility Management Solutions
Collier Geophysics LLC
Cropper Industries, LLC (DBA)
Cropper Federal Security
DeltaStrac LLC
Dominion Protection Group LLC dba Black Triangle
Echo Five Group
Emerald Technical Solutions LLC
Enabled Advisors LLC
Foxhound Federal, LLC
Gi4, LLC
GStek, Inc.

HS Financial Group, LLC
ICG LLC
Instant Data Technologies
Kaleidoscope Affect LLC
Kedrion Biopharma, Inc
MBL Technologies
Paratus Solutions LLC
Reaves GovCon Group
Red One Medical
Republic Capital Access
Seventh Sense Consulting, LLC
Shebah Dental At Converse PLLC
SIERRA7
SkillMil Inc
Spahr Solutions Group
SRL Total Source LLC
Strategic Resilience Group LLC
Tevet, LLC
The Arcanum Group, Inc
The Davinci Company, LLC
Total Cyber Solutions, LLC
Trust Consulting Services, Inc.
Veteran Technology Partners LLC
Veterans Management Services, Inc
Walsh Service Solutions

Around the NVSBC (cont.)

Coalition Celebrations



NVSBC and Newport News Shipbuilding, hosted the Hampton Networking Lunch event on 1 Feb.



Around the NVSBC (cont.)

2024 National 8(a) Conference



NVSBC at the 2024 National 8(a) Conference in Atlanta, GA.



Around the NVSBC (cont.)

Coalition Celebrations

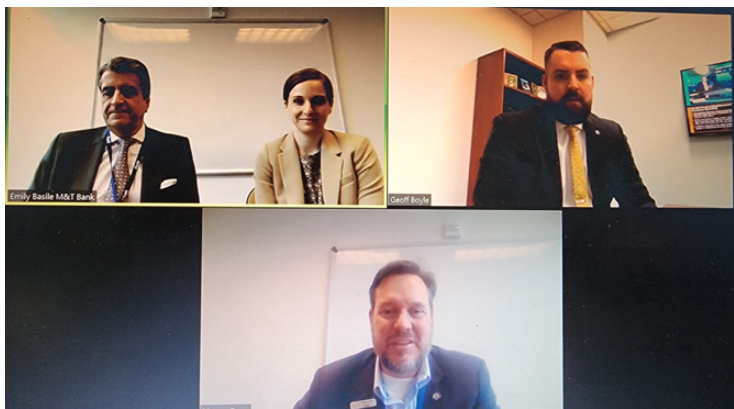


NVSBC was joined by VIB Network for the 21 Feb San Diego Networking Dinner.



Around the NVSBC (cont.)

Coalition Celebrations



NVSBC hosted its 1st Veteran Access to Capital Symposium presented by JPMorgan Chase at George Mason University on Wednesday, 28 February.



New Honorary Committee Members



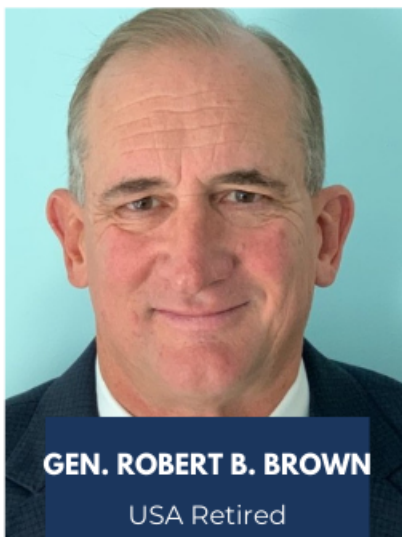
**National Veteran
Small Business
Coalition**

HONORARY COMMITTEE



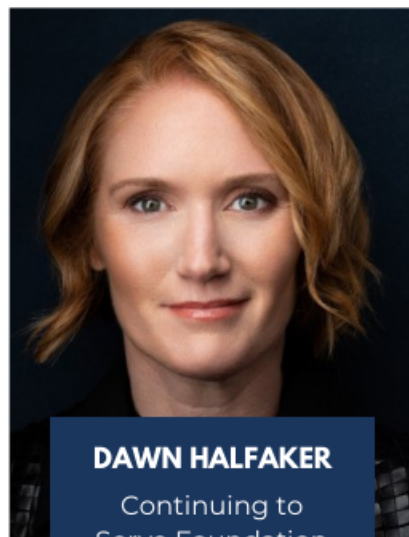
JANICE HAITH

CGI Federal



GEN. ROBERT B. BROWN

USA Retired



DAWN HALFAKER

Continuing to
Serve Foundation

**The National Veteran Small Business Coalition welcomes
three honorary committee members**

Around the NVSBC (cont.)

Calls to Action

March 2024

**DC NETWORKING DINNER &
VETFEDACADEMY**

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

April 2024

TAMPA NETWORKING DINNER

TUE | APR 02 | 5:30 PM - 8:30 PM ET

**DC NETWORKING DINNER &
VETFEDACADEMY**

WED | APR 10 | 4:00 PM - 8:30 PM ET

NVSBC Awards 2024
Champion of Veteran Enterprise:
Federal Agency



"This accolade holds a special place in our hearts, as it not only acknowledges our hard work but also the cause we are so deeply committed to."

Desmond A. Brown, Director, OSDBU

OPM U.S. Office of
Personnel Management

Around the NVSBC (cont.)

Mar/Apr Events Calendar

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

APRIL 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					



Networking Events



Charlie Mike



Conferences

NVSBC's Training Directorate

The National Veteran Small Business Coalition (NVSBC) was thrilled to recently unveil two groundbreaking programs that mark a significant leap forward in our commitment to innovation and excellence. As we continue to evolve and adapt to the ever-changing landscape, these initiatives embody our dedication to pushing boundaries and delivering unparalleled value to our Veteran GovCon community. Through tireless collaboration and a forward-thinking approach, we are excited to introduce to our readers, "VetFedConsult," designed to provide one-on-one federal GovCon consulting services, and "Mentor-Cohort", an initiative that is geographically focused and supports those who experience barriers to entry in the government contracting space. These programs represent the culmination of our relentless pursuit of excellence and our unwavering determination to make a lasting impact.

John Cochran NVSBC's Consulting Manager will be sharing his insights about the VetFedConsult program and how to utilize it to enhance your business and GovCon opportunities.

Both programs have webpages which are located here:

- [VetFedConsult](#)
- [Mentor Cohort Program](#)

Additionally, in the ever-evolving landscape of government contracting, staying at the forefront of industry knowledge is paramount. Today, we are delighted to introduce a significant

enhancement to our virtual "Charlie Mike" series, designed to revolutionize the way professionals engage with essential skills and insights. As technology continues to reshape the business environment, our commitment to empowering individuals and organizations remains unwavering. This enhanced program reflects our dedication to providing cutting-edge training that not only meets but exceeds the demands of modern government contracting. We will be developing several training track series that highlight:

- **Federal Agencies and Federal procurement opportunities**
- **Prime Contractors and Prime Contractor(s) procurement opportunities**
- **Business consultants / subject matter experts in the GovCon arena**
- **Veteran social services**

Join us in embracing this transformative upgrade, as we elevate the standards of excellence in the field and equip participants with the tools necessary for success in an increasingly dynamic marketplace.



Marie Myszkier is the NVSBC Director of Training

Mentor-Cohort Program:

The National Veteran Small Business Coalition's (NVSBCs) Mentor-Cohort Program is designed to broaden community engagement, knitting regional veteran business owner ecosystems together, seeking the aide and involvement of large government prime contractors, federal agencies, and trustworthy service providers and supporters of regional federal government contracting communities.



VetFedConsult:

NVSBC is providing "free" consultations (GovCon best practices, referrals, and more) to member organizations to support their business growth and development to increase their position in the federal marketplace. 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.



Thought Leadership (cont.)

VETS24 CONFERENCE UPDATE!

"So What Can I Expect at the VETS24 Conference?"

The VETS24 Conference, hosted by the **National Veteran Small Business Coalition**, is the premier Federal small business event focused exclusively on GROWING YOUR BUSINESS in the federal contracting marketplace. Here's a quick preview of the non-stop Training & Networking that you will be a part of at the VETS24 Conference being held May 20-23, 2024 in Orlando:

- **Training segments:** The VETS24 Conference is a CONTENT RICH training program built around a curriculum of skills and knowledge you need to launch, operate, grow, and THRIVE as a federal government small business contractor. See the conference [website](#) for details on these 5 training segments:
 - **Pre-Conference Sessions** are available to all registered attendees on Monday 20 May *AT NO ADDITIONAL COST!*
 - **General Sessions** are attended by all registered attendees and take place on Tuesday and Wednesday in the Executive Ballroom
 - **Breakout Sessions** include 36 training sessions on topics included in our 3 Training Tracks:
 - i. TRACK 1: BUILD YOUR PIPELINE
 - ii. TRACK 2: FORTIFY YOUR FIRM
 - iii. TRACK 3: EXPAND AND SCALE
 - **Master Class Sessions** are available to all registered attendees on Thursday 23 May *AT NO ADDITIONAL COST!*
 - **Showcase Theater Sessions** will be held in front of the Junior Ballroom on Tuesday and Wednesday. The schedule of presentations will be published in early May.

- **VetFedMatch** is NVSBC's matchmaking program being offered Monday 2-4PM & Tuesday 3:30-5PM
- The **Pitch2Win Competition** will be held on Tuesday afternoon. Register to enter and win big cash prizes and bragging rights!
- The **Exhibit Hall** brings together over 150 vendors including large primes, teaming partners, and vendors to discuss business development opportunities
- And you will also enjoy non-stop **Networking opportunities** during the 4 receptions, daily breakfasts and lunches, 6 coffee breaks in the exhibit hall, and evening activities. All providing exceptional access to our 250 agency representatives, 150 speakers, and 2000+ fellow VETS24 Conference attendees! You will engage in more networking in 4 days at the VETS24 Conference than you can do in 6 months!



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

Be a Part of the Conversation – We're Talking About Your Business!

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.

Interested in volunteering at VETS24? Various opportunities are available, from helping at registration to assisting with the flow of the conference. This is also a great way to make connections.

Complete the interest form [here](#).



 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

NVSBC Events *(cont.)*

HOT Opportunities, COOL Benefits

Showcase your company by sponsoring the NVSBC Education Foundation Charity Golf Tournament. Sponsorship provides your organization with a unique way to encourage NVSBC member education while also shining a light on your products and services.

Sponsorships are available at all price points and can include product and service donations. Best of all, your company will enjoy the exposure and the perks of sponsorships.

Visit the [2024 Charity Golf Tournament website](#) for full details and costs and mark your calendar to join us Monday, August 12, 2024 for the tournament!

**New sponsor registration
opens on Tuesday, March 12**



Other Events

March 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

VSINGH CPA provides outsourced finance and accounting services to Government Contractors.

- We help establish policies and procedures, process accounts payable, submit payroll, post labor, reconcile leave, prepare and submit monthly billing, review the general ledger, perform account analysis, close books, and issue financial reports on a monthly basis.
- We assist clients with provisional billing rates, incurred cost submission, prepare cost disclosure statements, pre-award DCAA audit support, help with an approved accounting system, and support post-award audits.
- NVSBC members enjoy exclusive benefits, including a 10% discount on our services and a complimentary 30-minute consultation.

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.

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%*

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 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%!