



APRIL 2024 FIRST CALL

Your logo could be here as a SPONSOR.

It's a Battle...But Keep Pressing Forward!



April is Paralyzed Veterans of America (PVA) awareness month. Gordon H. Mansfield, whom we honor each year by awarding a noteworthy Veteran business owner with the NVSBC Gordon H. Mansfield award, served as executive director of the PVA. Gordon, as company commander with the 101st Airborne Division, was wounded in Vietnam during the Tet Offensive, having been shot, resulting in a spinal cord injury. Despite this life-changing injury, Gordon remained with his soldiers making sure the wounded were evacuated before he, himself, was medevacked.

So, besides recognizing April as PVA month and Gordon's background, why did I lead with information about him for this article? Quite simply, while we,

as veteran business owners, may not be dodging bullets, we are nonetheless in a battle. It's a battle to build and grow our veteran-owned businesses, and it's a battle we cannot win on our own. If you are an established veteran-owned business, seek out new or less mature veteran-owned business owners to provide them advice, i.e. dos, don'ts, lessons learned, etc. Or get even more deeply engaged by establishing either an informal or formal mentorship relationship with a less mature business. Participation in NVSBC events such as networking dinners, lunches, breakfasts, or the annual VETS conference is a great way to meet other veteran-owned businesses to identify and establish those relationships.

When it comes to building your business, nothing matters more than integrity. Demonstrate that you can be trusted. Treat your employees, customers, and partners with respect and ALWAYS deal with them honestly. Put their needs ahead of yours. If this means having sleepless nights when struggling with cashflow or other matters, so be it. Sleep will come later. Trust me, eventually, you will

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be rewarded for your sacrifices if everything you do is based on your integrity. Be like Gordon.

Robert "Bob" Santmyer is President & CEO, [PenBay Technology Group LLC](#) ("PenBay"), formerly Penobscot Bay Media LLC

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

2ndWave LLC
affirm security services llc
Allegiance Exterior and Roofing of San Antonio, LLC
ARGO Cyber Systems. LLC
Artemis ARC
Avening Management and Technical Services, LLC
Axiom Consulting Group LLC
Cantwell Consulting LLC
CCS IT Pros
CKC Data Solutions
Credible Solutions
Crossroads Talent Solutions
CS1 Mindset, LLC
Drummond Carpenter, PLLC
Dunlap Bennett and Ludwig, PLLC
E&G Electrical Innovations
Foxhole
Franklin IQ Inc.
Grimmer Technology and Operations, Inc.
JRC Integrated Systems
Keystone Benefit Group
Kingdom Technology Partners
KMC SOLUTIONS, LLC
KNS Industrial Supply
LaunchTech, LLC
Lawrence Law Firm
Live Wire Enterprises LLC
Maximum Effort Cybersecurity
Mind Computing
Nomatic Solutions
Operation Hired
Patriot MRO Solutions
Potomac Solutions Group
PSR Associates, Inc.
Qellus, LLC
RozTech Solution LLC
Satisfaction Machine Group, LLC
Sorrel Associates
SOS Swimshirt
Starks & Hayes Consultants LLC
Team Allianz Enterprises, LLC
TekFive, Inc
The Cybrix Group Inc
US Label & Ribbon GP dba US Materials Group
VETS, LLC

Renewed Members

3 Reasons Consulting, LLC
Acu-Elligent
American Healthcare Enterprises, LLC
Associated Veterans, LLC - Quality Solutions
Blue Water Thinking
CACI International Inc
Castletop Logistics
Cherry Bekaert Advisory LLC
Clark Hill PLC
CS CONSULTING ENGINEERS, INC.
Defense Integration Solutions, LLC.
Empowered to Prosper Consulting Services LLC
Entero Emergency Management Consulting, INC (DBA Entero Solutions)
Fox Rothschild LLP
Fulton Bank
Gate Way Solutions
GoEnergistics, LLC
Hercules Bolt & MFG
IMBServ
Infiniti Information Solutions LLC
Insitu, Inc
Intuitial LLC
Ironclad Services
M&T Bank
MAHS Services LLC dba Stevenson Consulting Group
Meraki Communications Group
Mission Dynamic, LLC
MyRuck, Inc
OneZero Solutions
P Cubed Consulting LLC
Parsons
Premiers Secours LLC
Ryzhka International LLC
Santa Fe Power Solutions, Inc dba Santa Fe Professional Solutions
Stealth Tech Services
Technology Management Solutions LLC
TechnoTraining, Inc.
Telecommunications Technical Services
The Avery Group LLC
Trusted link staffing services LLC
Veterans Security Corps of America, Inc.

Around the NVSBC (cont.)

Coalition Celebrations



NVSBC held its DC Metro Engagement Dinner + VetFedAcademy, which was a sold-out event!!



2024 Veteran EDGE Conference



NVSBC's Marie Myszkier and Scott Semple moderated and presented at the Veteran EDGE conference hosted by the Institute of Veterans & Military Families (IVMF) this past March. There were other great friends, contributors, and advisors of NVSBC in attendance such as Marc Goldschmitt and Joshua Frank (pictured with Marie).



Pictured: Rob Betters and Erica Dobbs



Pictured: Scott Jensen and Rob Betters

Calls to Action

April 2024

DC ENGAGEMENT DINNER & VETFEDACADEMY

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

SAN ANTONIO ENGAGEMENT DINNER

WED | APR 24 | 5:30 PM - 8:30 PM CT

May 2024

HAMPTON ROADS ENGAGEMENT DINNER

THU | MAY 02 | 5:30 PM - 8:30 PM ET

DC METRO ENGAGEMENT DINNER & VETFEDACADEMY

WED | MAY 8 | 4:00 PM - 8:30 PM ET

VETS24 CONFERENCE

MON-THU | MAY 20-23 | 8:00 AM - 5:00 PM ET

Around the NVSBC (cont.)

Apr/May Events Calendar

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 | | | | | |
| | | | | | | |

MAY 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

Thought Leadership

Register | Sponsor | Exhibit for VETS24

At last year's SOLD-OUT VETS23 Conference, our attendees had to say this:

- ☆ "Best conference I have ever attended in my 25-year career dealing with GOVCON."
- ☆ "The amount of knowledge that was at the VETS23 Conference, PLUS the willingness of the participants to share that knowledge and truly help another veteran out was a game changer for us."
- ☆ "Feels awesome to be supported by an organization that put together a conference with a legitimate agenda and attendees to truly make a difference for this veteran owned small business."
- ☆ "I felt the number of people attending this conference was AWESOME. I loved the speakers and the various topics. I love how interactive the VA were with all the attendees."

VETS24 is the place you need to be this May in Orlando, Florida!

Click the link below to check out the **NEW** and **DETAILED** [VETS24 Brochure](#) to learn more of what is in store for you and your business at the VETS24 Conference!

The **PITCH2WIN™** Competition will be Tuesday, May 21st from 3:30-5PM and CASH prizes will be given to the winners as well as the VETS24 conference will be hosting the **VetFedMatch™** matchmaking event on Wednesday, May 22nd from 1-3:30PM!

Also, in store of our attendees will be the VA acquisition leadership team speaking and attending alongside 24+ agencies! VETS24 will have the largest exhibit hall of the year with 154 exhibitors in attendance!

Click to [view the VETS24 Brochure](#) and [click here](#) to view the Schedule at a glance.



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](#).



The graphic features a background image of a city skyline at night with palm trees and a body of water reflecting the lights. In the top left corner is the NVSBC logo, which is a circular emblem with a star and the text 'National Veteran Small Business Coalition' and 'NVSBC'. To the right of the logo, the text 'National Veteran Small Business Coalition' is written in a sans-serif font. In the top right corner, the dates 'MAY 20-23, 2024' are displayed in a large, white, outlined font. The main title 'VETS24' is in a large, teal, outlined font, with a white star inside a teal circle between the 'S' and '2'. Below this, 'SAVE THE DATE' is written in a large, white, outlined font. Underneath that, 'Sponsorships Available' is written in a teal, italicized, outlined font. At the bottom of the graphic, the text 'The Nation's Leading VSO-Sponsored Training, Networking, and Advocacy Event for Small Businesses Serving as Federal Contractors' is written in a white, outlined font.

2024 Golf Tournament News!

Mark Your Calendar! **Golfer Registration Opens on April 9th**

Don't miss your chance to play in DC's hottest Golf Tournament at the Army Navy Club, Arlington, VA - the NVSBC Education Foundation Charity Golf Tournament.

This year's tournament will be held on Monday, August 12, 2024 with a 9 am shotgun start. Golfers will enjoy a scramble start, 18 holes with carts, on-course beverage service and snacks, skills games with prizes, and a lively networking lunch. Gather your foursome, or let us pair you with one.

Last year's Tournament had a long waiting list so **we have expanded to use all three courses** at the Army Navy Club.

Register on Day One to secure your spot!

Want to guarantee you get to golf? Many of our [sponsorships](#) include golfing spots. Look for details and costs on the website!



A promotional banner for the 2024 tournament. On the left is the NVSBC logo, which consists of a circular emblem with a golf hole and a red flag, next to the text 'NVSBC Education Foundation Charity Golf Tournament'. The year '2024' is displayed in large, stylized white and yellow numbers, with a golf ball on a tee in front of the '2's. Below this, the date 'August 12, 2024' and the location 'Army Navy Country Club in Arlington, VA' are written in white text against a green background with a golf club shaft visible on the right.

Other Events

April 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

- NVSBC Members – 20% Off Access to Advisor Government Coaching. \$199
- RSM Federal is an award-winning coaching and consulting firm that helps companies win government contracts. We work with small, mid-size, and large companies to accelerate their understanding of the government market and learn how to position and accelerate into the market. With more than 2,500 companies having won \$14 Billion in government contracts, RSM Federal's strategy guides, templates, and weekly coaching calls will help your company differentiate, position in the market, and win more contracts.
- Every Strategy. Every Template. Step-by-Step. The Advisor Coaching Program gives your company the most comprehensive set of business tools to win government contracts plus weekly live interactive group coaching sessions, at a cost any company can afford.

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%!