



MAY 2024 FIRST CALL

Your logo could be here as a SPONSOR.

Celebrating Service & Success: Honoring Military Holidays & Entrepreneurial Spirit



May holds profound significance for the National Veteran Small Business Coalition (NVSBC) and our wider veteran community, marked by meaningful military holidays that underscore the essence of service and entrepreneurship.

Silver Star Banner Day (May 1) shines a light on wounded, ill, and injured veterans, showcasing their resilience and determination as they transition into successful business ventures. Their journeys exemplify the transformative power of service in civilian life.

Armed Forces Day (May 18) honors current U.S. military members and underscores NVSBC mentors' vital role in guiding transitioning personnel through entrepreneurship.

Memorial Day (May 26) solemnly remembers fallen heroes and underscores veterans' commitment

to upholding their values in business.

As a veteran and CEO of [Dobbs Defense Solutions](#), I understand the invaluable lessons learned in the military and their direct application to my entrepreneurial journey:

- Adaptability and Resilience:** Just as in the military, being mission-ready under any circumstances is crucial for navigating our company through various challenges and opportunities. The ability to adapt and persevere is essential in today's ever-changing business environment.
- Discipline and Execution:** The military's emphasis on meticulous planning and execution has instilled a discipline that permeates every operation we undertake. This ensures the highest standards of quality in our business practices, mirroring the precision demanded in military missions.
- Leadership and Team Building:** Leading a team towards a unified mission in the military has provided me with invaluable leadership skills. These skills are instrumental in creating a successful and cohesive

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business environment, fostering teamwork and camaraderie akin to military units.

Join us at the VETS24 Conference in Orlando to connect, share insights, and celebrate the enduring spirit of service and entrepreneurship. Let's continue to support each other and honor our veterans.

Author: Erica Dobbs, President/CEO of [Dobbs Defense Solutions](#) and NVSBC Board Member

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

AdvantaClean of McLean
Advisors & Consultants with
Military Experience (ACME) Group
LLC
Aetos LLC
Alico Cyber Solutions LLC
Alliance Cyber
Arrow Solutions LLC
Atkins Riddick
Atlanta Consulting Group
Bankable Enterprises LLC
BEAT, LLC
CHARLES ATWATER GROUP, LLC
CLASS zero3
Cloud9 Security Services Inc.
Colonial Sleuths and Protective
Services, Corp
Data Integrators, Inc
DURON INDUSTRIES LLC
Earthwork programs llc
Electi Group, LLC
FedPartners LLC
FedScale Inc.
First Class Recruiting
First Nation Group
Freedom 2 Travel LLC
Glass Consulting Inc
Global Accountability Corp
Grant Leading Technology
Green Earth Building Maintenance
Holtz/Adams Construction &
Consulting LLC
HQ6 Enterprises Inc

Impact Compliance Training Inc
LIT TECHNOLOGIES LLC
MAK HUB Solutions Inc.
MARK-VII ENTERPRISES, INC.
Mayhew Technology Solutions LLC
Mouton 3 Services
Nashville Analytics, LLC
Nighthawk Cyber
Open Door Encouraging Change
Homeless Opportunity
Oxley Enterprises, Inc.
Parlinum Consulting LLC
PM tec, Inc.
ProclivIT LLC
Protech Consulting Group
ProVets Consulting Group, LLC
RaLytics LLC
RYAN Consulting Group
Seven Seas Design + Build LLC
Struction Solutions
Taking care of our veterans Corp.or
Team 32 Consulting
TEAM of Care
The SIEGE Group LLC; Dominant
Care LLC
Tria Federal
Vaultes
VCH Partners, LLC
VETERAN ENTERPRISE
TECHNOLOGY SERVICES, LLC
Veterans Electrical Solutions
Veterans First Industries LLC
Windsor Group LLC

Renewed Members

360 Durable Medical Equipment &
Supplies
Agile Care Enterprises
Allure Realty LLC
Aurelian Group
Austin Transport and Towing, LLC
BLEN, Inc.
Business Management Research
Associates, Inc.
Business, Industrial & Institutional
Supply Co. (BIISCO)
Dean Partners of PA, LLC
Defutek Inc
DEVOE Tech
Duty First Consulting, LLC
Excentium
FogHill Inc
Fusion Advanced Technology, LLC
Goldschmitt and Associates LLC
Government Solutions and
Services Limited Liability Company
GovTech

Guideon Education Consulting LLC
HeiTech Services, Inc.
iFusion Concepts LLC
LeggioX LLC
Lighthouse SDVOSB LLC
Maveris LLC
MPIsoft
Northrop Grumman
Panakeia, LLC
Reyes Real Estate LLC DBA Reyes
Sourcing
Rios Partners
Seyfarth Shaw LLP
Shelby Distribution Inc, DBA
Express Office Products
TCG-DRT JV, LLC
TradTek
Tribility LLC
Unique Cleaning Service, Inc.
United Support Services LLC
Wendroff & Associates, CPA

Around the NVSBC (cont.)

Celebrations



NVSBC hosted the kick-off San Antonio Engagement Dinner on 22 April 2024, another sold-out NVSBC event.



NVSBC hosted the Tampa Engagement Dinner Event on 2 April 2024.



Around the NVSBC (cont.)

Celebrations (cont)



NVSBC hosted the DC Metro Engagement Dinner + VetFedAcademy Event on 10 April 2024. The DC Metro Area Mentor-Cohort program was also launched with 6 Fellows.



Around the NVSBC (cont.)

Calls to Action

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

June 2024

DAYTON ENGAGEMENT DINNER

THU | JUN 6 | 5:30 PM - 8:30 PM ET

DC METRO ENGAGEMENT DINNER & VetFedAcademy

WED | JUN 12 | 4:00 PM - 8:30 PM ET

HUNTSVILLE ENGAGEMENT LUNCH

TUE | JUN 18 | 5:30 PM - 8:30 PM CT

SAN DIEGO ENGAGEMENT DINNER

THU | JUN 27 | 5:30 PM - 8:30 PM PT



Around the NVSBC (cont.)

May/June Events Calendar

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 | | |
| | | | | | | |

JUNE 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 |
| | | | | | | |



Engagement Events



Charlie Mike



Conferences

Coalition Support

NVSBC 2023 Annual Report

NVSBC's **2023 Annual Report** was released last week! Dive into a comprehensive overview of the remarkable achievements across the coalition, showcasing how NVSBC fulfills its mission through Training, Networking, and Advocacy. Take a moment to explore the incredible accomplishments firsthand at the link [here](#) or click on the Report cover on the right.

DSA Applications

In 2023, NVSBC proudly received and were awarded the Veteran Service Organization of the Year at the NOVA Chambers Distinguished Service Awards. Now, DSA applications are officially open, accessible through the link provided [here](#). We encourage you to consider applying for these esteemed awards, including Veteran-Owned Business of the Year and Veteran Employee of the Year. Such recognition can elevate your visibility within the GovCon community, potentially paving the way for increased contract opportunities and revenue growth for your business



Coalition Support

Meet the NVSBC Team at VETS24



National Veteran Small Business Coalition

The NVSBC is here to help serve SD/VOSB professionals throughout all stages of the business life cycle to operate, sustain, and grow thriving businesses that perform as effective government contractors.

Meet our dedicated staff and coalition support, dedicated to ensuring we provide you with the resources needed to help your business thrive!



Scott Jensen
Executive Director



Zack Armstrong
Deputy Executive Director



Janelle Askew
Director of Engagement



Marie Myszkier
Director of Training



John Cochran
Consulting Manager



Scott Semple
Senior Director - National Events



Alisha Mitten
Program & Technology Advisor



Sara Stehle
Event Logistics Advisor



National Veteran Small Business Coalition

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Bill & Char Rinderknecht
Marketing Specialists



Susan Arceneaux
Bookkeeper



Rebecca Kane
Customer Service and
Event Planning Advisor



Josh Pearl
Engagement Support



Charlie Smith
Program Advisor



Josette Oder Moynihan
Marketing & PR Strategist



Elizabeth Fields
Development Advisor



Bruce Snyder
Marketing Consultant

SD/VOSB Set Aside Goal Expansion

NVSBC has achieved significant advocacy milestones, notably contributing to the increase of the SDVOSB Set Aside Goal from 3% to 5%. This triumph stands as a testament to our ongoing dedication and remarkable achievements in advocacy. Below, you'll find the press release issued by the NVSBC Executive Director, highlighting this momentous accomplishment:

On December 22, 2023, Congress increased the Government-wide goal for awards to Service-Disabled Veteran-Owned Small Businesses from **3% to 5%** in a victory for NVSBC, Veterans and American small business.

For years, the National Veterans Small Business Coalition (NVSBC) has advocated that Congress increase the Government-wide goal for awards to Service-Disabled Veteran-Owned Small Businesses (SDVOSB) from three percent to five percent. NVSBC is excited to announce this change in the signed version of the National Defense Authorization Act (NDAA) for Fiscal Year 2024.

"This milestone victory comes at a time when Veterans in government contracting are providing tremendous value to our nation and to the government, serving again, this time as business owners," says Scott Jensen, NVSBC's Executive Director. "We Veterans look forward to continuing to deliver value to federal agencies and the American people."

Throughout 2022 & 2023, NVSBC leadership collaborated with Members of Congress and Professional Staff on the Senate and House Small Business and Armed Services Committees, urging them to increase the SDVOSB set aside goal and to act more decisively to eliminate self-certification by SDVOSB subcontractors.

Together with the five percent increase, the Fiscal Year 2024 NDAA prohibits the government from counting

awards to self-certified SDVOSBs toward its prime and subcontracting goals, closing a major loophole in certification requirements.

"Our coalition represents the 40,000 Veteran owned firms across America seeking to do work with the federal government," explains NVSBC's Scott Jensen. "About 12,000 of these Veteran business owners currently have contracts to provide products or services to federal agencies. Federal agencies contract with SDVOSB firms to support every category of products and services including construction, information technology, home health services, supply chain logistics, and janitorial services. SDVOSB firms support every agency in every state and all US 14 territories."

The five percent goal becomes effective with the President signing the NDAA into law. In addition, the prohibition on the government counting awards made to self-certified SDVOSBs at the subcontract level is expected to be effective October 1, 2024. Of note, government awards of prime contracts to self-certified SDVOSBs were prohibited in the 2021 NDAA which became effective January 1, 2024.

Adds Jensen, "It's been a long road, but SDVOSBs – Service-Disabled Veteran Owned Small Businesses – can look forward to our long-desired five percent set-aside. It's smart policy to use Veteran entrepreneurs, known to deliver the best-in-class performance."

Said NVSBC's Board President, Ed Tuorinsky in a statement: "This is a huge win for us, a win for Veterans, their families and an economic boon for communities across America."

Concerning our advocacy efforts, NVSBC **PROMOTES** policies and acquisition strategies that further the participation of veteran-owned small businesses in federal contracting and subcontracting opportunities.

Secure Your Spot for VETS24!

Time is running out as there are only 18 days left to register and sponsor for the VETS24 Conference! Attend the event that brings together business and procurement-ready veteran entrepreneurs and govcon professionals to meet and connect with decision-makers and govcon prime contractors! With over 70 training sessions on the agenda will be led by experts in federal acquisition from agencies, large primes, successful business owners, and industry authors & trusted advisors... THAT'S YOU and we're talking about YOUR business!!

VETS24 is NVSBC's premier annual event for veteran-owned and other small businesses serving as federal government contractors (GovCons). The VETS24 Conference enables business networking between procurement-ready small business suppliers and buyers from both Federal agencies and large GovCon prime contractors set in a 3-day training environment in Orlando. This event will host the PITCH2WIN™ contest, and VetFedMatch™—NVSBC's matchmaking program.

There is time to still sponsor at VETS24 and by doing so, your organization will help enable business networking between procurement-ready small business suppliers and buyers from both Federal agencies and large GovCon prime contractors to be successful in doing business with the federal government.

Last Year, **VETS23 SOLD OUT!** Register today so you DON'T GET LEFT OUT of the leading – AND ONLY! – Veteran small business conference of the year! Register and Sponsor TODAY for the VETS24 Conference!

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

VETS 24

MAY 20-23, 2024 | ROSEN CENTRE | ORLANDO, FLORIDA

VETERANS MEAN BUSINESS!

Use this QR Code to go to the VETS24 Registration page.



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 Volunteer interest form [here](#).

2024 Golf Tournament News!

Join Us on the Golf Course in August!

Golfer Registration is NOW open and Sponsorships are available!

Don't miss your chance to tee off at one of the NVSBC Education Foundation Charity Golf Tournament.

This highly anticipated event will take place on Monday, August 12, 2024, at the renowned Army Navy Club in Arlington, VA, with a shotgun start at 9 am.

Golfers can look forward to navigating 18 challenging holes while enjoying the convenience of carts, on-course beverage service, and delectable snacks. The tournament promises an array of exciting skills games with enticing prizes, ensuring a day filled with friendly competition and camaraderie.

Whether you're assembling your own foursome or prefer to be paired with fellow enthusiasts, this tournament offers an unparalleled experience. Don't delay, as last

year's event had a long waiting list, and this year's tournament promises to be even more popular, with all three courses at the Army Navy Club being utilized to accommodate the high demand.

The NVSBC-EF Charity Golf Tournament is open to a limited number of teams and individuals. Teams consist of four registered golfers. Individual golfers will be teamed up at the discretion of the event organizers.

Secure your spot today by clicking on this [link](#)! Proceeds from the Charity Golf Tournament benefit our Educational Foundation, NVSBC-EF, which is a 501 (c) (3) non-profit organization.



August 12, 2024

Army Navy Country Club in Arlington, VA

Other Events

May 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

- Exclusive 10% discount for NVSBC Members
- Veteran-owned, full-service tax and accounting firm located in Arlington, VA that supports other veteran-owned businesses.
- Regularly work with start-ups, small and growing companies, and established businesses in the government contracting, technology, and professional services sectors. We're also proud to support non-profit organizations.
- Our comprehensive services include strategic tax planning, business and CFO consulting, budgeting and consulting, accounting automation and workflow management, and compliance consulting.
- We take pride in providing proactive strategies to maximize revenue and foster business growth and are dedicated to the success and prosperity of our clients' businesses, providing unwavering support and expertise throughout the year, not just during tax season.
- Your success is Wendroff & Associates, CPA top priority. See how they can be of service to you at the link [here](#).

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 a 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%!