



AUGUST 2024

FIRST CALL

From Service to Advocacy: A Veteran's Journey of Dedication and Commitment



My journey from military service to advocacy has taught me valuable life lessons, reflecting both my personal growth and the community that shaped me. Here are eight key takeaways:

1. **Overcoming Adversity:** Military service offers a structured environment to escape challenging circumstances such as poverty and lack of education, fostering personal development.
2. **Value of Camaraderie:** The deep connections formed with fellow service members who share the same goals and struggles are essential for personal growth and lasting support.
3. **Resilience in Transition:** Transitioning from military to civilian life can be challenging, but resilience and finding new purposes are crucial for self-discovery and adaptation.
4. **New Purpose Through Service:** A medical discharge can lead to new ways to serve, for me it was a career

in Federal Contracting, allowing veterans to use their skills to support government and community initiatives.

5. **Commitment to Community:** Veteran advocacy and community service reinforce military values, maintaining a lifelong commitment to supporting fellow veterans.
6. **Building a Legacy:** Continued service and advocacy link past military experiences with present contributions, creating a meaningful and impactful life path.
7. **Importance of Networking:** Engaging with communities like the NVSBC enhances personal and professional growth through effective use of time and networking.
8. **Gratitude and Giving Back:** A sense of gratitude for opportunities and support received drives the desire to give back, supporting those who have sacrificed for the country.

As an NVSBC Board Member, I am committed to serving and advocating for veterans. The Army, my comrades, and the veteran community have shaped who I am today. My unwavering commitment to this community represents my purpose and legacy. I encourage all veterans to engage with the NVSBC community, and network with others who share your purpose.

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Author: Dr. Robin L. Desmore, PhD.
CEO/Founder of [Avant-Garde Concepts, LLC](#) and NVSBC Board Member

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

3C Industrial, LLC
ABSS Solutions, Inc.
ALD & Associates LLC
BRCR Medical Center Inc.
Colorado Veterans Business
Outreach Centers (VBOC) at Mt.
Carmel

FusionICS, LLC
STRAGISTEX
Texas Veteran Security LLC
The Winvale Group

Renewed Members

Aalis Management Consulting
Applied Computing Technologies,
Inc. (ACT)
Avant-Garde Concepts LLC
Central Research Inc.
Commonwealth of Virginia
Consulting (CVC), LLC
CWH Group, LLC
Digital Forensic Services, LLC

Diverse Professional Solutions LLC
One Federal Solution
sbLiftoff LLC
Stockdale Industries
VetAble Technologies LLC
Veterans Entrepreneurship Task
Force (VET-Force)
Vets2PM, LLC

The National Veteran Small Business Coalition (NVSBC) offers 7 types of organization membership that support our mission and serve our constituents. If you have any questions about membership, please contact members@nvsbc.org. Click on the "Join NVSBC Today" button below and begin receiving access to the benefits of NVSBC membership.

- **Representation** as part of the coalition through our [advocacy work & legislative agenda](#)
- **Exclusive access for members only**
 - Strategy & Legislative Newsletters
 - Tailored Presentations & Training Sessions from past and current Engagement events + VetFedAcademies
- **Discounted pricing** for **ALL** individuals within your organization's membership at NVSBC Training, Engagement/Networking, and Advocacy events including our DC Metro Engagement Dinners, Annual Awards Gala, and VETS Conference
 - Engagement Dinners: \$20 discount per person, per event
 - VETS Conference: \$200 discount per person
 - Awards Gala: \$25 discount per person

- **Access to VetFedConnect Directory**, providing access to thousands of contacts within the GovCon ecosystem
- **Early access**
 - Priority access to resources and information when available
- **Voting privileges** for membership by-laws, board membership, and more
- **Exclusive Partner Deals & Discounts**





Supplies for your business. Savings on your first order.

Shop for the products & services your business needs including items from veteran-owned companies. Get \$20 off your next purchase of \$100 or more when you sign up for a Walmart Business membership.¹

Unlock these features with Walmart Business



Shared payments



Fast and easy fulfillment²



Free shipping³



Tax-exempt purchasing⁴

Claim offer



¹Minimum order of \$100. Offer not transferable & void where prohibited by law. Customer responsible for all applicable taxes. Offer expires 12/31/24 at 11:59pm PT. Further restrictions apply. See terms at checkout for details. Promo code offers available in limited quantities. While supplies last.

²Express delivery: Express delivery subject to availability at select stores. Delivery fees & restrictions apply.

³Excludes Marketplace & oversized items, location & freight surcharges.

⁴For eligible organizations. Must be enrolled in Walmart's tax-exempt program through Walmart Business.

Business.Walmart.com

Walmart  Business

Around the NVSBC (cont.)

NVSBC Strategic Planning Retreat



Our strategic planning process focused on developing strategies to best fulfill the organization’s vision and implement its mission. The day was full of great in-depth discussions. We developed the framework needed to implement effective strategies to help grow NVSBC and its programs. We’re motivated to continue creating the right conditions to serve veteran-owned small business professionals throughout all stages of the business life cycle. As a result, they will better operate, sustain, and grow thriving businesses, performing as effective government contractors.

View the NVSBC Coalition Leadership, Support & Board of Directors [here](#)

Northern Virginia Chamber’s Distinguished Service Award

For the third year in a row, NVSBC-EF has been selected as a finalist for the Northern Virginia Chamber’s Distinguished Service Award. Last year, NVSBC won in the small nonprofit category. Because of our growth, this year we are competing in the large nonprofit category!

NVC hosts the Distinguished Service Awards, a premier event in the Greater Washington Region celebrating the leadership and prosperity of veteran-owned businesses. Join us at the Army Navy Country Club on September 17th at 8:30AM for the Distinguished Service Awards!

To learn more about the 2024 Distinguished Service Awards, click [here](#).



Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted the July San Antonio Engagement Dinner on 10 July 2024.



NVSBC hosted its inaugural July Colorado Springs Engagement Dinner sponsored by JPMorgan Chase & Co.



Around the NVSBC (cont.)

Calls to Action

August 2024

HAMPTON ROADS ENGAGEMENT DINNER

THU | AUG 1 | 5:30 PM - 8:30 PM ET

CHARITY GOLF TOURNAMENT

MON | AUG 12 | 9:00 AM - 4:00 PM ET

PHILADELPHIA ENGAGEMENT DINNER

TUE | AUG 27 | 5:30 PM - 8:30 PM ET

September 2024

DAYTON ENGAGEMENT DINNER

THU | SEP 5 | 5:30 PM - 8:30 PM ET

DC METRO ENGAGEMENT DINNER & VETFEDACADEMY

TUE | SEP 17 | 5:30 PM - 8:30 PM ET

TAMPA ENGAGEMENT DINNER

WED | SEP 25 | 5:30 PM - 8:30 PM ET



National Veteran
Small Business
Coalition

NVSBC Communities of Interest

- Colorado Springs, CO
 - Dayton, OH
 - DC Metro Area
- Hampton Roads, VA
- Huntsville, AL



- Orlando, FL (VETS Conference)
- Philadelphia, PA
- San Antonio, TX
- San Diego, CA
- Tampa, FL

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.

Around the NVSBC (cont.)

August/Sept Events Calendar

AUGUST 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	

SEPTEMBER 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
 Special Events

Event Dates Link to Online Information.

Walmart Business for Your Business!



At the National Veteran Small Business Coalition, we are proud to partner with Walmart Business—where businesses & nonprofits can find low prices on the items they need for their organization. We each have unique needs but staying on budget & streamlining processes are things we all have in common. With Walmart Business, you get access to features like flexible shipping options, shared accounts & tax-exempt ordering for eligible organizations, plus resources including guides & articles on their content hub.

Take advantage of services such as tech solutions to help set up your tech stack or assembly & installation to help furnish your workspace. Get items in bulk quantities & set up subscriptions so you don't have to worry about reordering supplies. You can also support other veteran-owned companies by shopping their products.

As part of the NVSBC, you have access to a limited-time opportunity to get \$20 off a purchase of \$100 or more when you sign up for a Walmart Business membership.¹

¹Minimum order of \$100. Offer not transferable & void where prohibited by law. Customer responsible for all applicable taxes. Offer expires 12/31/2024 at 11:59 pm PT. Further restrictions apply. See terms at checkout for details. Promo code offers available in limited quantities. While supplies last.

Summer Strategies for GovCon Success: Staying Ahead of the Game, Part II

NVSBC'S TRAINING DIRECTORATE

As we head into August, the last month of the Summer the focus is on getting the last vacation in, the back-to-school purchases, and fixups done around the house.

In the world of Federal GovCon the month of August is oftentimes considered a critical month for several reasons:

1. **Fiscal Year-End Preparation:** The U.S. government's fiscal year ends on September 30th. Agencies often rush to spend their remaining budgets before the fiscal year concludes, which means there is a significant uptick in procurement activities in August. Contractors need to be prepared to respond to last-minute solicitations and contract opportunities.
2. **End-of-Year Spending:** Agencies try to obligate their funds before they expire at the end of the fiscal year. This can lead to a surge in contract awards and modifications as agencies seek to allocate their remaining budgets.
3. **Impact on Contracting Timelines:** The rush to spend remaining budgets can compress the time available for contractors to respond to solicitations, negotiate contracts, and perform necessary due diligence. Therefore, contractors must be agile and responsive during this period.
4. **Strategic Planning:** For contractors, August serves as a strategic planning period. They need to review their pipeline of opportunities, assess the likelihood of awards, and prioritize their efforts to maximize their chances of winning contracts before the end of the fiscal year.
5. **Market Dynamics:** August often sets the stage for the next fiscal year's contracting environment. Agencies may provide insights into their upcoming priorities and budgets, giving contractors a head start on positioning themselves for future opportunities.

In summary, August is critical in GovCon due to the heightened pace of procurement activities as agencies hurry to spend their remaining budgets before the fiscal year-end, creating both challenges and opportunities for contractors. So be prepared ...

So, what should you as a Federal GovCon do or be doing in the month of August? Here are several key actions you may want to consider:

1. **Monitor Opportunities:** Stay vigilant about solicitations and contract opportunities that are likely to emerge as agencies rush to spend their budgets before the end of the fiscal year. Use tools like the Federal Business Opportunities (FedBizOpps) website, SAM.gov, GovWin, or other market intelligence platforms to stay updated.
2. **Engage with Customers:** Reach out to your existing government contacts and customers to understand their end-of-year spending priorities. This can help you anticipate upcoming solicitations and position your offerings effectively.
3. **Prepare Proposals:** Be prepared to respond quickly to solicitations that align with your capabilities and offerings. Start preparing proposals early, so you can submit competitive bids within tight deadlines.
4. **Review Contracts and Modifications:** Evaluate existing contracts and modifications that may be due for renewal or amendment before the end of the fiscal year. Ensure that you understand any potential changes or additional requirements.
5. **Budget Planning:** Review your own financials and budget for the upcoming fiscal year. Understand your cash flow needs and plan, accordingly, considering potential delays in contract awards or payments due to the end-of-year rush.
6. **Compliance and Documentation:** Also mentioned in last month's article this action carries forward into

Article continues on next page

Summer Strategies for GovCon Success: Staying Ahead of the Game, Part II (cont.)

the month of August. Ensure that all compliance requirements and documentation are up to date and in order. This includes certifications, registrations, past performance records, and any other documentation required for bidding on federal contracts.

7. Strategic Networking: Attend industry events, webinars, and networking opportunities to stay informed about the latest trends, policies, and opportunities in GovCon. Networking can also help you identify potential teaming partners or subcontractors for upcoming bids.

Check out NVSBC's Events (hint, hint): [Events \(memberclicks.net\)](#)

8. Training and Development: Invest in training and development opportunities for your team to enhance their skills and capabilities. This could include technical training, compliance updates, or certifications relevant to your industry.

Check out NVSBC's Events (hint, hint): [Events \(memberclicks.net\)](#)

9. Review Performance Metrics: Also mentioned in last month's article this action carries forward into the month of August. Evaluate your performance on existing contracts and identify areas for improvement. This can help you demonstrate past performance and qualifications in future bids.

10. Stay Flexible and Agile: The GovCon landscape in August can be unpredictable, with rapid changes in procurement activities. Stay flexible and prepared to adjust your strategies and priorities based on emerging opportunities and challenges.

By proactively engaging in these actions during August, you can position your GovCon business to take advantage of end-of-year opportunities and set the stage for success in the upcoming fiscal year.

By being aware and actively managing your GovCon business during the summer months, you can position yourself for continued success!

Have an amazing August – stay safe – wishing you continued GovCon successes!



Marie Myszkier is the Director of Training at NVSBC

VetFedConsult

CONSULTATIONS ARE :

- ☆ FREE
- ☆ VIRTUAL
- ☆ Provided by trained experts in Government Contracting
- ☆ Provided to ALL GovCon Professionals (owner, operations, business development, and more)
- ☆ Backed by the NVSBC network of distinguished subject matter experts
- ☆ 45 minutes with Q&A
- ☆ Followed up with GovCon resources, referrals, and more

NVSBC has provided consultations (GovCon best practices, referrals, and more) to member organizations to support their business growth and development to increase federal marketplace success since 2022. 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.



John Cochran is the Consulting Manager at NVSBC

2024 Golf Tournament News!

It's Tee Time!

Monday, August 12, 2024, at the renowned Army Navy Club in Arlington, VA, NVSBC-EF will host its Annual Charity Golf Tournament! Shotgun start at 9 am.

Golfers can expect 18 challenging holes, with carts, drinks, and snacks available on the course. The tournament will feature fun skills games with great prizes, making for a day of friendly competition and socializing, and networking.

The NVSBC-EF Charity Golf Tournament is open to a limited number of teams and individuals. Teams consist of four registered golfers, which we ONLY have 5 teams remaining! Individual golfers will be teamed up at the discretion of the event organizers.

If you plan to join us, don't hesitate and register 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.

Our Charity Golf Silent Auction will be hosted online for you to bid! Please note that all items will be available for you to bid on, but for certain items, the winning bid must be in person to claim.



Title Sponsor	
Golf Ball Sponsor	Golf Towel Sponsor
Lunch Sponsor	Beverage Cart Sponsors
Golf Scorecard Sponsor	Hole-in-1 Sponsors
Player Swag Bag Sponsor	Map Sponsors
Skills Sponsors	Event Photographer Sponsor
	Flag Sponsors
T Box Signage Sponsors	



2024 Veteran Small Business Advocate Awards!

Save the Date!

For over a decade NVSBC has recognized leadership in achieving Federal contracting goals with Veteran entrepreneurs through the NVSBC Champion Awards Program. These awards were given on September 13, 2022 at our Annual NVSBC Veteran GovCon Awards Gala to recognize both Federal agency and large government prime contractors for their efforts to meet and exceed contracting goals.

The annual NVSBC Awards Gala demonstrates the commitment to partnership between federal agencies, large GovCon prime contractors, and Veteran small business GovCon community.

To learn more about this year's Veteran Small Business Advocate Awards, please visit our event [website](#).

PCI GOVCON, Lunch & Learn

Mastering the Art of Pricing for Government Contracts



PCI **GOVCON**
LUNCH & LEARN

Mastering the Art of Pricing for Government Contracts

Expand your knowledge and earn valuable CPE credits during this informative networking and training lunch.

 **WEDNESDAY**
10.09.2024

 **START AT**
11:00AM

 **COLUMBIA RESTAURANT**
2117 E 7TH AVE, TAMPA, FL

 **1 CPE CREDIT**



Join PCI for a CPE accredited Lunch & Learn, "Mastering the Art of Pricing for Government Contracts" to discover the secrets of Pricing for Government Contracts. Register today at the link below!

Other Events

August 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

SHINE Management is a seasoned, fractional business support provider that helps growing companies with scalable solutions to match your needs and your budget. We have a professional staff that ranges from specialists to C-suite. All work is performed under the supervision of a senior advisor. Work with SHINE for quick results that are a fraction of the cost of a full-time employee. SHINE offers multiple services under one roof.



- Finance and accounting – Payroll, monthly P&L reports, prior period clean-ups
- Marketing – Digital marketing, lead generation, websites, branding
- Recruiting – Cleared roles, priority hires, hard-to-fill placements
- C-suite & advisory services – CFO, CMO, COO, Legal guidance, HR support

NVSBC member-exclusive discounts:

- 5% off a single service
- Bundle and save offers for 2 or more services
- Full-service website packages starting at \$2,500

NVSBC Members: NVSBC Members: Log into your VetFedConnect account to view the member-exclusive discount page!

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 button below to learn more and register.



National Veteran Small Business Coalition
NVSBC

SAVE THE DATE
VETS 25

MAY 13-16, 2025
Rosen Center in Orlando, FL

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



Scan QR Code for Early Access Alerts

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.



NVSBC CELEBRATES YOUR GOVCON SUCCESS!!

RoDa Business Solutions

RoDa Business Solutions has been awarded the Maryland Governor's Citation Award for outstanding service as a Woman Veteran, and in honor of strengthening Maryland communities! RoDa Business Solutions has also received in the past 6-months, a Subcontract supporting the Department of Army. CEO, Roslyn Davis is also an Alumni of Veteran Institute for Procurement (VIP) and has recently hired an Air Force veteran as RoDa's Director of Operations. RoDa Business Solutions has also been recognized as an Emerging Business Finalist for the 2024 NOVA Chamber's Distinguished Service Award!

National Veteran Small Business Coalition

CONGRATULATIONS!!!

The NVSBC would like to recognize and celebrate your GovCon success!