



JUNE 2024 FIRST CALL

VETS24 Reflections



'Insightful' 'Engaging' 'Worthwhile' 'Impactful' 'Exhausting, in a good way'

These are some of the words being used to describe attendees' experiences at the VETS24 Conference held May 21-24, and We Love It! Feedback being provided to our survey and posts on social media reflect the individual stories of our 1755 attendees who gathered at the beautiful Rosen Centre in Orlando for 4 days of Training, Networking, Engagement, Exhibit Hall Exploring, match making, and some wonderful moments that will last us all the way to the VETS25 Conference!

The VETS24 Conference was designed to create thousands of in-person opportunities to GROW YOUR FEDERAL GOVCON BUSINESS. That lofty and rarely attained goal can only be achieved by the right mix of ingredients: the right speakers and trainers, Federal agency and large govcon prime acquisition decision makers ready to share details about real business opportunities, and qualified small business leaders ready to pitch capabilities and craft new proposals leading to new business awards. Based on attendee feedback

the VETS24 Conference hit the mark! Our attendees say it best:

Gloria Fenwick, CEO of Fusion Advanced Technology

"If you did not come to the VETS24 Conference you missed it. Outstanding event from beginning to end. I loved everything about it. The sessions were awesome. The matchmaking was great. Hats off to the NVSBC team - this event is top notch! If you want to do business development and networking on a fast pace, this is the place to come. Hope to see you next year."



Shannan Starling, CEO/President of Astra Solutions LLC

"On day one, they said you're gonna be so busy, worry about sleeping when you go home. And that is the truth! This is the best conference I have ever attended. It is filled with government customers, excellent training, and it's really amazing.



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I even learned how to give my company elevator pitch in 90 seconds in the pitch competition which I would highly encourage everyone to do. It was fantastic and exposed my business to so many different people. My LinkedIn blew up the night afterwards and government customers actually came and talked to me about it. This conference is the best thing I have ever done for my business! See you next year."

Article continues on page 5

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

11th Hour Service
American Tool and Mold
AOC Solutions, Inc.
AREVONIN, LLC
Astra Solutions LLC
Berry Solutions Group LLC
Beskar, Inc.
Cabana (an Even Health Company)
ClearWave Water Solutions
Constantine & co
DTWO LLC
EBI Management Group, Inc.
Fixed point analytics
Fortalo Consulting
Forte Human Capital
FRAZER SOLUTIONS LLC
Galapagos LLC
Garrison Walker Group
GD Resources LLC
Global Resource Strategy Alliance,
LLC
Good Cents Contractors LLC
Hamilton Alliance
Henderson & Associates, PLLC
HR Professional Consulting LLC
Hyre Harper Co.
Infiniti Information Solutions LLC
InnoVet Health LLC
JBS Group
JPS National
La Gente Consulting, LLC
Minuteman Technology Services
O & S services LLC
Osiris Global Consulting, LLC
RED DUKE STRATEGIES LLC
Spinner North America LLC
Stafford Business Consulting
Stoic Consulting
Testudo
The Askew Group, LLC
Transformation Systems, Inc.
Trypower Electric Services Inc.
US Veteran Construction and
Consulting Group
Vistra Communications
Vortex LLC
Withum

Renewed Members

Able Logisitcs LLC
AmVet Technologies, LLC
Authentically American
Avility LLC
Best Value Technology, Inc.
Brightstar Innovations Group, LLC
CIVDEF Group Inc
ClarityMinded Consulting
DNAB SERVICES GRP
E-Health Transformation
Elyon International, Inc.
EVERPOINT SERVICES
Federal Contracts Corp
Government Innovative Solutions
Corp
HRS Consulting, Inc.
ITMC Solutions LLC
JEMNI Inc.
L&A Utility Solutions Inc
Largostar
Loyal Source Government Services,
LLC
MyVetBENEFITS
Norris Accounting & Tax Services
CPA LLC
Orbital Project Management
PilieroMazza PLLC
Saebo Consulting
Sanctuary Properties
Socium Advisors
Sonoran Medical Supplies LLC
Spectrum Comm Inc
Synensys, LLC
TechWerks, LLC
The Terao Group, LLC
Tichenor & Associate, LLP
U R FIRST HOME HEALTH

Around the NVSBC (cont.)

VETS24 Conference



NVSBC hosted its premier annual event, the VETS24 Conference, May 20th-23rd, 2024 at the beautiful Rosen Centre in Orlando, Florida!

The VETS24 Conference welcomed 1,755 attendees which comprised of 218 federal agency guests, 150 plus guests representing large prime contractors, 300 vendors and partner firms, and over 1000 Veteran entrepreneurs and small business team members!



Around the NVSBC (cont.)

VETS24 Conference (cont)



Around the NVSBC (cont.)

VETS24 Reflections (cont.)



VETS24 Conference Veteran-business focused training included 5 Pre-Conference Sessions, 8 General Sessions, 36 Business Opportunity Sessions, 26 Showcase Theater Sessions, and 6 Masterclass Sessions. The VetFedMatch matchmaking program connected 340 small business supplier appointments with 40 agency and large prime-contractor buyers. And a special CONGRATULATIONS to our PITCH2WIN Competition awardees:

- First Place: Kelly Warren with Orbital Project Management LLC
- Second Place: Blake Schwank, CEO of CCS IT Pros
- Third: Shannan Starling, CEO/President of Astra Solutions LLC

And finally a huge THANK YOU to our 42 Sponsors, 154 Exhibitors, 107 speakers, 350+ agency and industry attendees, and to the NVSBC Team that made the VETS24 Conference theme come to life: Be a Part of the Conversation! We're Talking About Your Business!

***Author: Scott Semple, VETS24
Conference Director and Senior
Director – National Events, NVSBC***

Around the NVSBC (cont.)

Celebrations



NVSBC hosted the Hampton Roads Engagement Dinner 2 May 2024



NVSBC hosted the DC Metro Engagement Dinner + VetFedAcademy Event on 8 May 2024



Calls to Action

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 | 11:00 AM - 2:00 PM CT

SAN DIEGO ENGAGEMENT DINNER

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

July 2024

SAN ANTONIO ENGAGEMENT DINNER

WED | JUL 10 | 5:30 PM - 8:30 PM CT

COLORADO SPRINGS ENGAGEMENT DINNER

THU | JUL 23 | 5:30 PM - 8:30 PM MT



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.)

June/July Events Calendar

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

JULY 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	32	33	34	35
36	37	38	39	40	41	42



Engagement Events



Charlie Mike



Conferences

Moxie Award Nomination



2024

moxieaward

CELEBRATING BOLDNESS IN BUSINESS™

FINALIST

The National Veteran Small Business Coalition is pleased to have been named a finalist in the 2024 Moxie Award, said Scott Jensen, Executive Director, NVSBC.

“I want to congratulate our team for enabling us to be recognized among the boldest and most innovative organizations in the D.C. metro community,” Jensen said.

Finalists were recently announced by Katie Jordan, the 2024 Moxie Award Chair.

“The Moxie Award program recognizes organizations that have set themselves above the rest through their innovation, growth and community service,” said Moxie Award Chair Katie Jordan. “We are excited to share the stories of how our local business community demonstrates Moxie in new and exciting ways, making D.C. a great place to live and work.”

A complete list of finalists can be found at moxieaward.com/finalists.

How First-Person Stories Can Make Cybersecurity Lessons More Memorable

Are your employees up to date on the most current cybersecurity hygiene? Could they spot a phishing email? Would they know what to do next? Oftentimes, we can get so busy with work that we breeze through emails unaware of the dangers lurking behind a malicious link. But research shows that when employees hear about other people's cyber missteps, they lessons stick with them—and change behavior!

Read more about how you can keep employees engaged, aware, and current with the latest cybersecurity training by using first-person stories. Read the full article below by Edward Tuorinsky, Managing Principal of DTS and expert in cybersecurity remediation and CMMC preparation.

To read the full Forbes article [click here](#).



Edward Tuorinsky is the Managing Principal of DTS

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YOUR LOGO/AD HERE.**

1/2 PAGE ADS \$500

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

VETS24 Takeaways & Thoughts

A friend and colleague asked about what my experiences and takeaways of the VETS24 conference were. My initial thought was, “WOW” – this is totally a conversation that ought to be held at a quiet café over an amazing cup of coffee, tea, or glass of wine. I’ve attended many of the NVSBC’s VETS conferences over the years as a small business/supplier diversity advocate however, this was the first as a NVSBC staff member. Different insights, perspectives, and takeaways but still amazing trainings, networking, and people.

The pearls obtained throughout the conference were too many to list here But I’ve noted a few to bring back and hopefully inspire and kindle your thoughts and memories:

- ☆ The GovCon Ecosystem is about people, programs, and the needs of both.
- ☆ How do I fit into the GovCon Ecosystem to support programmatic success – no matter the agency.
- ☆ Individuals and their companies need to know where

they fit into their GovCon Ecosystem – it is different for each of us.

- ☆ Which GovCon Ecosystem do I “choose” to participate in?

So, is the VETS24 experience or conference really over? I’m going to say, no. It’s continued to flow into our networking events and programs but more importantly into your businesses’ processes, proposals, and creative growth strategies. Continue to do great and amazing things. I look forward to seeing you at upcoming events.



Marie Myszkier is the Director of Training at NVSBC



How to Overcome Being Shy as a Business Owner? (Part 1)

As a business owner, overcoming shyness during networking events is crucial for building connections and growing your business. Here are some strategies to help you feel more confident and engage effectively at conferences:

1. **Prepare Ahead of Time:**

- ★ Research the conference agenda, speakers, and attendees. Knowing who will be there can boost your confidence.
- ★ Set specific goals for networking, such as meeting a certain number of people or exchanging business cards.

2. **Practice Your Elevator Pitch:**

- ★ Craft a concise and compelling introduction about yourself and your business. Be ready to share it confidently.
- ★ Highlight your unique value proposition and what sets your business apart. This is called your differentiator on your capability statement.

3. **Arrive Early:**

- ★ Arriving early gives you a chance to meet people before the crowd grows.
- ★ It's easier to approach others when the environment is less overwhelming.

Remember, networking is about building relationships, not just collecting business cards. Be authentic, show interest in others, and gradually expand your comfort zone. Let's Go! You've got this!



John Cochran is the Consulting Manager at NVSBC

2024 Golf Tournament News!

Join Us on the Golf Course in August!

Teams are filling up fast – a handful of Sponsorships 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

June 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 2 hours pro bono advice offered to NVSBC members. Company and Clark Hill will enter into a Pro Bono engagement detailing the scope of work reasonably expected to be completed, or to provide meaningful advice or services in two (2) hours or less. Additional, or future, work requested/required by the NVSBC member, will be handled via a separate engagement upon mutual agreement.
- [Clark Hill](#) is a full-service law firm, offering life cycle advice to government contracts. Navy Veteran / Navy JAG Government Contracts attorney supporting veteran-own and service-disabled veteran-owned businesses.
- Routinely operates as a trusted advisor and fractional outside general counsel advising on contracts, agreements (teaming, JV, etc.), bid protests, FAR clause analysis (flow down), contract claims, compliance programs (including VA and SBA certifications), FOCI mitigation, and facility clearance requirements.
- Clark Hill PLC operates as a trusted legal and business advisor to our clients. See a full list of our firm's legal services [here](#), and our Government Contracts and Regulatory team's capabilities [here](#). We're one phone call or email away for any questions that arise.
- NVSBC Members: Login [here](#) to access this exclusive 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!**

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.



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.

