



JANUARY 2025 FIRST CALL

Your logo could
be here as a
SPONSOR

Building Tomorrow



the quality and depth of our training catalog and added fuel to help power small business future success and **build a better tomorrow** in 2025 and beyond.

The service-disabled and veteran-owned small businesses that engage with NVSBC, reported **significant progress** - increases in revenues, new government contracts, new supplier diversity certifications, expanded customer bases, talent retention and acquisition, and investments in staff development through quality technical assistance.

As we celebrate these triumphs with our member organizations, partners, and many more, our coalition is constantly challenging ourselves to learn and take action to be a leading advocate and resource for veteran-owned small businesses ensuring they are significant partners in Federal Contracting and principal contributor to a strong national industrial base.

We are building tomorrow, and we **INVITE YOU** to join us!

If you've been sitting idle watching NVSBC from afar or are aiming to **build a better tomorrow** for yourself and your company, now is the time to act. Register yourself or your staff for our best-in-class consulting, mentorship, matchmaking, in-

What a remarkable year 2024 it was for our coalition!

We witnessed the power of our values, vision, advocacy, and unwavering commitment to our shared strategic outcome - a strong American economy and national industrial base powered by **ever increasing numbers of successful and growing** veteran owned small businesses.

The impact that NVSBC had within GovCon community in 2024 was overwhelming, marked by an unprecedented number of successes for the GovCons that we serve and **those that actively engage in our programs.**

Our leadership efforts culminated in **remarkable** policy and legislative achievements, while our events across the nation shattered attendance records. We elevated

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person and virtual training, quarterly engagement events in 9 markets, our Access to Capital Symposium, and of course our shining star – the VETS25 Conference in May.

Act today! The coalition is strong, eager, and ready to engage with you on this path to government contracting success!

Author: Zack Armstrong, Deputy Executive Director, NVSBC

Around the NVSBC

Welcome New & Renewed Member Organizations

New Members

A2E Digital Solutions LLC
Advanced Program Analytics, LLC
Applica Solutions Inc
Fulcrum Enterprises, LLC
I-2-I Solutions, Inc.
ICSA TECHNOLOGIES LLC
InterFuze Corporation
Jones Aviation Group
KCL Engineering LLC
KingFisher Services
Korvi LLC
MSG Industries LLC
PatchPlus Consulting Inc.
Premier Contracting and Technical Services
Privateer It LLC
SVT Solutions Inc DBA Procurity.AI
TRIDENT 11, LLC

1TechJV, LLC
ADIT Solutions Inc.
Agile Vector, LLC
ANASEC, Inc.
Bank of Charles Town
Business Research Services, Inc -
Set Aside Alert
C&W Consulting LLC
CLASS zero3
Concurrent Technologies Corporation
Cuna Supply LLC
DAE Management Services LLC
Dante Armour
DGA Medical
Document Storage Systems (DSS), Inc
Enhanced Veteran Solutions, Inc
Event Center
Fully Promoted Bethesda
Gade Global Solutions
GovContractPros, LLC
Gsec LLC
Insider Forensics LLC
Intelligence Analysis, Inc
ISI Professional Services (Interior Systems)
KBR

Renewed Members

LaikenBruce LLC -
Leading Solutions, LLC
M&T Bank
Minerva 6 Group
MIRACORP, Inc
New Mexico Veterans Business Outreach Centers
Panzarella Consulting LLC
PingWind Inc
PNT Data Corp
Saisho LLC
SECPRO, LLC
Seventh Sense Consulting, LLC
SHEPRA, Inc.
SOCAL VBOC
Special Investigations Limited Company
The Charles Stark Draper Laboratory, Inc.
The Ventura Group, Inc.
VBOC A New Leaf, Inc.
VBOC Big Sky Economic Development
VBOC Business Impact NW
VBOC Center for Women & Enterprise
VBOC Fayetteville State University
VBOC Gulf Coast State College

VBOC IX
VBOC McNulty Veteran Business Center
VBOC Mid-Atlantic
VBOC MiraCosta College
VBOC Mississippi State University
VBOC New England
VBOC New Mexico Veterans Business Outreach Center
VBOC NorCal Humboldt State University
VBOC of the Pacific
VBOC Old Dominion University
VBOC Pathway Lending
VBOC University of Hawaii
VBOC University of North Dakota
VBOC University of Texas Arlington
VBOC University of Texas Rio Grande Valley
VBOC VECTR Center
VBOC VetBiz
VBOC VetBiz Central, Inc
VBOC Wisconsin Women's Business Initiative Corporation Chicago
VBOC Wisconsin Women's Business Initiative Corporation Milwaukee
Virginia APEX Accelerator at George Mason University
WPT Corporation

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.



Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted its DC Metro Engagement Dinner + VetFedAcademy on 3 December 2024.



NVSBC hosted its Tampa Engagement Dinner on 5 December 2024.



Around the NVSBC (cont.)

Engagement Meetings

NVSBC hosted its Philadelphia Engagement Dinner on 11 December 2024.



NVSBC hosted its San Antonio Engagement Dinner on 17 December 2024.



Around the NVSBC (cont.)

Calls to Action

January 2025

DAYTON ENGAGEMENT LUNCH

TUE | JAN 14 | 11:00 AM - 2:00 PM ET

DC METRO ENGAGEMENT DINNER & VETFEDACADEMY

WED | JAN 15 | 4:00 PM - 8:30 PM ET

HUNTSVILLE ENGAGEMENT LUNCH

THR | JAN 23 | 11:00 AM - 2:00 PM CT

SAN DIEGO ENGAGEMENT DINNER

THR | JAN 30 | 4:00 PM - 8:30 PM PT

February 2025

COLORADO SPRINGS ENGAGEMENT DINNER

WED | FEB 05 | 5:30 PM - 8:30 PM MT

DC METRO ENGAGEMENT DINNER & VETFEDACADEMY

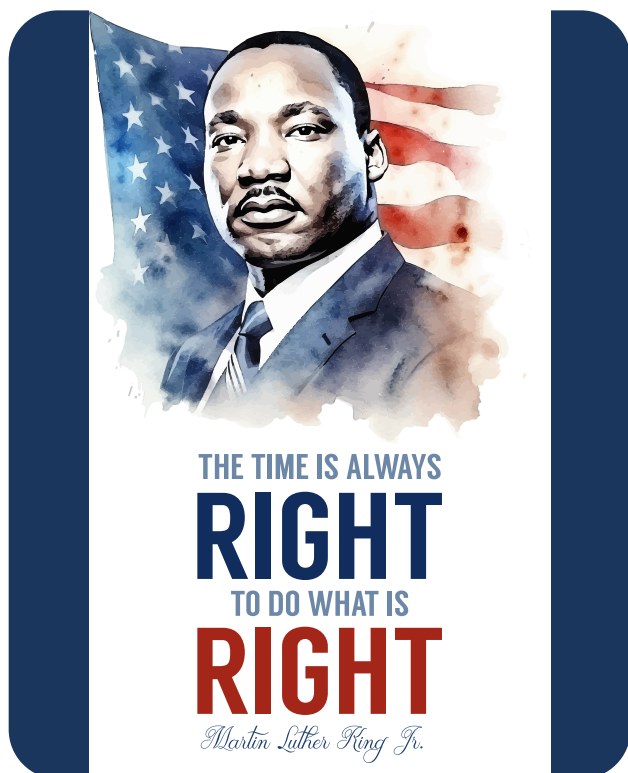
WED | FEB 12 | 4:00 PM - 8:30 PM ET

HAMPTON ROADS ENGAGEMENT LUNCH

THR | FEB 20 | 11:00 AM - 2:00 PM ET

TAMPA ENGAGEMENT DINNER

TUE | FEB 25 | 5:30 PM - 8:30 PM ET



Communities of Interest



Around the NVSBC (cont.)

January/February Events Calendar

JANUARY 2025

M	T	W	R	F	S	S
			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		

FEBRUARY 2025

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		

Engagement Events
 Charlie Mike
 Conferences
 Special Events
 Federal Holidays

Click on Event Dates to Link to Online Information.

To be a Subcontractor or not to be a Subcontractor — That is the Question!

Kicking off the New Year with a topic and perhaps a potential strategy – all for your reflection and consideration.

As in the world of finance a diverse financial portfolio allows for the ebbs and flows within financial markets. Likewise in the world of Federal GovCon a diverse portfolio of contracts allows for the ebbs and flows within the government contracting arena. You will often observe that well-seasoned GovCon companies have a mix of contracts stemming from; commercial, prime local and federal government, to subcontractor in commercial, local and federal government market sectors. Note: government contracts may also include utilities, hospital systems, universities and educational institutions, airport and port authorities.

For this article, I am focusing on the topic of being a subcontractor – not teaming – but subcontracting.

Being a subcontractor to a large prime contractor in the federal government contracting (GovCon) space offers several advantages, especially for smaller companies or those looking to break into the federal market. Here are some key benefits:

1. **Access to Larger Contracts**

- **Opportunity to Work on Big Projects:**

Subcontracting allows smaller firms to participate in large, high-value government contracts that they may not be able to secure as prime contractors. By working with a large prime, subcontractors can gain exposure to government projects they otherwise wouldn't be able to access independently.

2. **Opportunities for Skill Development and Growth**

- **Exposure to Complex Projects:** Subcontracting for large primes gives you the chance to work on complex and high-visibility projects, which can accelerate your company's growth and skill development.

- **Access to Established Relationships:** Working with a prime gives you the opportunity to collaborate with an experienced team that has a track record with the government and knows how to navigate the complexities of federal contracts.

3. **Specialization and Focus**

- **Focus on Your Core Competencies:**

Subcontracting allows you to focus on areas where your business has specialized expertise, while the prime contractor handles broader contract management, compliance, and reporting. This can allow you to concentrate on what you do best while contributing to the larger project.

4. **Reduced Risk**

- **Prime Assumes Risk:** The prime contractor assumes the risk of managing the entire project and ensuring compliance with government regulations. As a subcontractor, your liability is usually limited to your scope of work.

5. **Increased Credibility and Reputation**

- **Build Your Track Record:** Subcontracting allows a company to build its reputation and track record within the government contracting space. Successful performance as a subcontractor can open doors to future opportunities, including becoming a prime contractor.

- **Networking and Relationships:** Working as a subcontractor allows you to build relationships with key industry players, including government contracting officers and prime contractors, which can help your company grow and expand its opportunities.

6. **Government Contracting Experience**

- **Insight into Government Requirements:**

Working with a large prime offers insight into the expectations and performance metrics required by government agencies. This experience can

Article continues on next page

To be a Subcontractor or not to be a Subcontractor — That is the Question! (cont)

help you understand the government's needs and improve your future bidding strategies for direct contracts.

7. **Payment Terms and Financial Stability**

- **Payment Flow:** As a subcontractor, your payment is typically tied to the prime contractor's receipt of payments from the government. Large primes usually have the financial stability to ensure timely payments, reducing the cash flow risks that smaller businesses might otherwise face.
- **Ability to Scale:** Partnering with a prime can help your business grow more steadily, especially if you have access to larger projects. Over time, the experience gained can lead to scaling your operation

8. **Small Business Opportunities**

- **Small Business Set-Asides:** Many federal contracts include requirements for small business participation (e.g., service-disabled-veteran-owned, 8(a), women-owned, etc.). As a small business subcontractor, you may be able to take advantage of these set-asides, benefiting from the prime contractor's efforts to fulfill small business participation goals.
- **Contracting Advantages:** By being part of a contract, especially with a larger firm, you may also gain valuable experience in meeting government requirements, which could help you qualify for direct prime contracts in the future.

9. **Potential for Future Prime Contractor Opportunities**

- **Build Relationships for Future Prime Contracts:** Success as a subcontractor can help you establish relationships with both primes and government agencies. If you perform well, you may be considered for future prime contractor roles on similar contracts.

- **Track Record for Future Bids:** Successful completion of work as a subcontractor can provide valuable past performance references when bidding on direct prime contracts.

Being a subcontractor to a large prime contractor offers significant advantages, particularly for small businesses looking to enter the government contracting market or expand their footprint. The primary benefits include reduced financial risk, access to large and high-value contracts, opportunities to build credibility and relationships, and the ability to focus on specific areas of expertise. However, it's important for subcontractors to carefully select prime contractors, manage their performance, and ensure that they adhere to the terms of the subcontracting agreement to maximize these advantages.



Marie Myszkier is the Director of Training at NVSBC

Is Your Business Ready for Primetime?

As a business owner, ensuring that your enterprise is ready for primetime involves more than just having a great product or service. It requires a solid foundation built on essential operational elements. First and foremost, your business must be legally compliant. This means having all necessary licenses and permits, adhering to industry regulations, and maintaining up-to-date records (core competencies). Additionally, a robust financial system is crucial. Accurate bookkeeping, transparent financial statements, and a clear understanding of your cash flow are vital components that not only keep your business running smoothly but also build trust with potential government clients.

Beyond legal and financial readiness, operational efficiency is key. This includes having well-documented processes and procedures, a reliable supply chain, and a competent team. Your business should demonstrate the ability to deliver quality products or services consistently. Investing in technology and infrastructure that enhance productivity and streamline operations can set you apart from competitors (differentiators). Moreover, having a strong risk management plan in place to address potential disruptions shows that your business is prepared for unforeseen challenges, further instilling confidence in government agencies considering your services.

Lastly, building a reputation for reliability and integrity is essential for securing government contracts. This involves maintaining high standards of customer service, meeting deadlines, and delivering on promises. Establishing a track record of successful projects and satisfied clients can significantly boost your credibility (past performance). Additionally, obtaining relevant certifications, such as ISO standards, can further validate your business's commitment to quality and excellence. By ensuring these minimum essentials are in place, your business will have the "capability" and be well-positioned to operate effectively and earn the trust needed to secure valuable government contracts.



John Cochran is the Consulting Manager at NVSBC

VetFedConsult

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.

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

Other Events

January 2025 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

- **As an NVSBC member, you can save 25% off your federal and state business tax filings with TaxAct. You'll have the tools to make online filing quick and easy, with step-by-step guidance and tips along the way. Plus, you can file confidently knowing that 100% accuracy is guaranteed. Let's get them over with.**
- 25% is valid 12/15/24 - 10/31/25 at 11:59 pm CST for 2024 online federal and state business returns and will be applied to actual prices, which are subject to change and determined at the time of purchase and may not be combined with other offers. Additional fees apply for ancillary products. Offer applies only to NVSBC members and prospective members who go to TaxAct.com using a link provided directly by NVSBC to create a new return. Add sales tax for applicable orders
- Read more about terms and conditions of the TaxAct Maximum Refund and \$100k [Accuracy Guarantee](#).
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- Price paid is determined at the time of filing and is subject to change. All TaxAct offers, products and services are subject to [applicable terms and conditions](#).

NVSBC receives compensation from TaxAct for promoting its offerings.

See how TaxAct can help you with your taxes at the link [here](#).

**NVSBC Members, login to your VetFedConnect account to receive the exclusive discount!

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)

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.

Member Spotlight

NVSBC Members, share your recent govcon successes with us! We want to celebrate your achievements from the past 6 months, such as awards, public recognition, new contracts, mentor-protégé relationships, new hires (especially veterans), or acquisitions.

Complete this form to let us know about your triumphs at the [link here](#). Your successes inspire our community, and we're excited to highlight them!



Congratulations to NVSBC Member organization, Spahr Solutions Group, LLC for winning a prime award on the SeaPort NxG contract vehicle! Read more about this announcement at the [link here](#).



Congratulations to NVSBC Member organization, DecisionPoint Corporation on being awarded two major contracts with the US Army and US Air Force! Read about both awards via Orange Slices at the links here: <https://orangeslices.ai/decisionpoint-beats-out-11-to-win-45m-us-air-force-cyberspace-threat-analysis-support-task-on-vets-2/> and <https://orangeslices.ai/decisionpoint-beats-out-5-to-win-23m-us-army-global-freight-management-gfm-contract/>

Upcoming NVSBC 2025 Events (cont)

Access to Capital Symposium 2025



Save the date for the 2025 Veteran Access to Capital Symposium!

The Veteran Access to Capital Symposium fuels GovCon professionals at all stages of their business growth with affordable, accessible capital.

This annual hybrid (in person and virtual) event focuses on access to capital for Veteran GovCon's. The event is held by the National Veteran Small Business Coalition (NVSBC), presented by JPMorganChase with partner organizations, the Greg and Camille Baroni Center for Government Contracting, the D'Aniello Institute for Veterans and Military Families (Institute for Veterans and Military Families - IVMF) and sbLiftOff.

This event will be held at the George Mason University, Arlington Campus, 3351 Fairfax Dr., Arlington, VA on Monday, 17 March 2025.

Sponsorship and Registration will open soon!

Upcoming NVSBC 2025 Events (cont)

VETS25 Conference: Attendee Registration Now Open!

Attendee registration, sponsorships, and exhibit booths are now available for the VETS25 Conference, NVSBC's premier annual event for Veteran-owned and other small businesses serving as federal government contractors (GovCons).

The VETS25 Conference will take place on May 13-16, 2025, in Orlando, Florida. This event is a cornerstone in the federal government contracting industry, offering unparalleled opportunities for visibility and engagement.

By sponsoring or exhibiting at VETS25, you'll have the chance to:

- Promote your organization to key players in the federal contracting space
- Support training, networking, and advocacy for Veteran small business entrepreneurs

- Showcase your products or services in the largest exhibit hall in your industry
- Contribute to the "Knowledge for Growth" of the Veteran small business community
- Don't miss this opportunity to showcase your organization and support the Veteran small business community. Spaces are limited, so act now to ensure your presence at this impactful event.

We look forward to your participation in making VETS25 a success!

To secure your sponsorship or exhibit booth, please visit the link [here](#) or below.



The graphic features a city skyline at night with lights reflecting on water. At the top center is the NVSBC logo, a circular emblem with a star and the text "National Veteran Small Business Coalition NVSBC". Below the logo, the text "SPONSORSHIP & EXHIBIT BOOTHS NOW AVAILABLE" is written in white, bold, sans-serif font. At the bottom, "VETS25" is written in large, blue, bold, sans-serif font with a star inside the letter 'S'. On the right side, there is a white rounded rectangle containing the event dates "MAY 13-16, 2025" and location "Rosen Center in Orlando, FL" in bold. Below this, the text "The Nation's Leading VSO-Sponsored Training, Networking, and Advocacy Event for Small Businesses Serving as Federal Contractors" is written in a smaller font. At the bottom of the white box is a QR code and the text "Scan QR Code for Early Access Alerts".

Upcoming NVSBC 2025 Events (cont)

NVSBC Golf Tournament Set for August 11, 2025



Announcing the date for our annual NVSBC Education Foundation Charity Golf Tournament for 2025! We'll tee off on Monday, August 11, at the Army-Navy Country Club in Arlington, VA.

This event has sold out year after year – even after expanding to all three of the Club's courses! Sponsorships will open up at the end of January. Many packages come with golf foursomes and other marketing and visibility benefits!

Mark your calendar and keep watching for golfer registration this spring. We're adding new perks, games, and rules for faster play! All registered golfers will play 18 holes, which includes a shared cart, breakfast, on-course beverages and snacks, a buffet lunch, and sponsored gifts.

Visit the [event website](#) for more details.

Upcoming NVSBC 2025 Events

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 (Engagement 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.



Thanks for making our 2024 a great year! NVSBC is here to **Empower** Veteran Owned Small **Businesses** in the **Federal Contracting** ecosystem to **succeed** by providing **training, engagement,** and **advocacy** at all stages of a company's **lifecycle**.



Help support our mission by donating anytime at [nvsbc.org](https://www.nvsbc.org) as your year-round donations help us provide more training, stronger advocacy, and better engagement opportunities for Veterans in federal contracting.

