



Welcome to our First Newsletter!

We are thrilled to bring you our first issue of the National Veteran Business Development Council's Military and Veteran Organization (MVO) Task Force newsletter that will feature MVO Task Force partners news and activities designed to expand partnerships and networking opportunities for all stakeholders.

This newsletter is an opportunity for us, as a collaborative, to share with each other, learn about our different missions and find ways to join forces to continue and enhance our mission of supporting and assisting our military and veteran community. Each of us, as individual organizations, brings a unique mission to the table but collectively we can be an unstoppable force coming together for our fellow military and veteran families.

The goal of this newsletter is just that- a way to place a spotlight on our MVO Task Force. Each edition we will spotlight a couple of MVO Task Force partners allowing for a deep look into their respective missions so we can learn more about each other. We will also post upcoming events so we can promote and support each other and find ways to bridge the gap and network amongst ourselves.

In this issue we have highlighted four of our MVO Task Force partners: U.S. Army Women's Foundation and the collaborative of Diverse Supplier Development Corporation, DeltaPoint Partners and Deer Ridge Group. Read on and enjoy. Feedback is most welcome!

Together we can achieve more for America's Heroes.

LTC (ret) Kathy Poynton
Director, MVO Task Force
National Veteran Business Development Council
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Our Mission:



Building partnerships



Supporting our Veteran Business Owners



Identifying training opportunities



Creating valuable networking relationships

THIS ISSUE: FEATURED MVO Task Force Partners



Deer Ridge Group
and Associates

NVBDC MVO Task Force

The NVBDC MVO Task Force currently has 59 members with the aim of pursuing opportunities and achieving positive results geared toward supporting veteran businesses and expanding our outreach with the military & veteran community.

We appreciate your partnership and everything you are doing to increase awareness of veteran-owned businesses of all sizes as well as your continuous support of our Military & Veteran Community. Meet your fellow MVO Task Force!

To read more about our members, visit our [MVO Task Force Member Page](#).



NVBDC's Corner

ABOUT NVBDC

The National Veterans Business Development Council is the leading Veteran Owned Business Certification organization developed by Veterans, for Veterans. Service-Disabled / Veteran Owned Businesses (SD/VOBs) have access and opportunities through the Supplier Diversity programs offered by our Corporate Members.

NVBDC is the only veteran third-party certifying organization accepted by the Billion-dollar Roundtable (BDR). The total corporate spend that is available to qualifying SD/VOBs is estimated to exceed \$80 billion annually; NVBDC Certified SD/VOBs have been awarded over \$4.3 billion in contracts. NVBDC certifies all sizes of SD/VOBs using industry best practices and includes all sizes of diverse businesses.

Mark your Calendars!!

November 8-9: National Veteran Matchmaking Conference and Vets Night Out

We invite you to attend this event which is the largest gathering of Certified Service Disabled and Veteran-Owned Businesses in the U.S. Held November 8-9 in Louisville, the conference will feature a variety of keynote speakers and panelists to help support veteran business owners navigate such issues as procurement, funding and more.

The conference includes the popular Vets Night Out with informal networking opportunities designed to help you build your base of resources who can help support best practices.

[Veterans](#) and [corporate members](#) can register online.

Or learn more at [NVBDC's event page](#).

NVBDC
CERTIFICATION OF DISABLED & VETERAN-OWNED BUSINESSES

2023 | **MATCHMAKING CONFERENCE & VETS NIGHT OUT**

Don't miss this opportunity to go from relationship building to contracts with our corporate members.

Register Now | **Omni Louisville Hotel**
CALL FOR BOOKING: (502) 383-8884
BOOKING NAME: "NVBDC NATIONAL EVENT"

LIVE IN LOUISVILLE, KY

PRESENTING SPONSOR
Coca-Cola

VETS NIGHT OUT SPONSOR
Beam **SUNTORY**

888-CERTIFIED | NVBDC.ORG/EVENTS

NOVEMBER 8-9, 2023

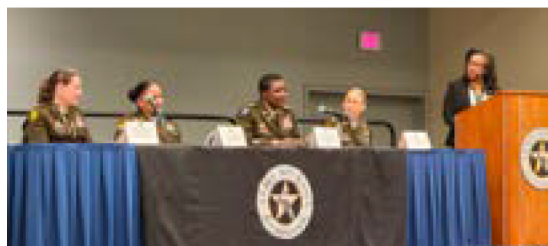
Featured Task Force Member - U.S. Army Women's Foundation



U.S. Army Women's Foundation

The U.S. Army Women's Foundation supports Army women of the past, present and future in a variety of ways. The MVO Task Force member is a 501 c (3) non-profit that relies on individual donations and grants for its entire annual budget. Established in 1969 as an organization designed to raise funds to build the first Army Women's Museum in Fort McClellan (now at Fort Gregg[1] Adams), the foundation has evolved in recent years to provide more support for Army women and their families in such areas as education, recognition, scholarships, and preserving history.

The foundation has branched out to Army women to honor, empower and connect them, says Director of Administration Beth Spitzley, one of just two part-time employees. Honoring these veteran heroes comes in the form of induction into the U.S. Army Women's Foundation Hall of Fame. Women who have served in the Army or the Armed Forces and have contributed extraordinary service are eligible. The Hall of Fame was first established in 2009 and is located at Fort Gregg[1]-Adams in Virginia.



The foundation works to empower Army women through the foundation's scholarship program, which annually awards \$55,000 in college scholarships to Army women and their descendants.

Connections are made with Army women each year at the foundation's Leader Development Symposium held at the Washington Convention Center in Washington, D.C. during the annual AUSA meeting. This symposium provides an opportunity for Army women to learn about topics of interest to them and to engage with other veterans. In addition, the foundation provides ongoing storytelling and communications about the impact of women heroes through their social media pages and their monthly e-newsletter The Flagpole.

"We do whatever we can to support and recognize Army Women," says Spitzley. "We have some wonderful sponsors, but fundraising can be a challenge. We can always use more support." Spitzley added that all board members are volunteers.

The 2023 U. S. Army Women's Foundation Leader Development Symposium will be held on Monday, October 9 from 1:30 – 3:30 p.m. featuring several leaders who will be speaking about "The Limitless Possibilities for Army Women – Be All That You Can Be" in Washington, DC. You can get more information about the Leader Development panel and learn more about the U.S. Army Women's Foundation by visiting their [website](#) or contacting Spitzley online.

Featured Task Force Member - DeltaPoint Partners Group

DeltaPoint Partners Group provides businesses with an array of useful services

Three Task Force members have come together to form a convenient and value-driven resource to provide fractional outsourced operational, marketing, procurement, and a range of other services for business owners.

The group operates under the DeltaPoint Partners brand with principal Mark Hollingshead, Paul Mara, an Army veteran and strategic partner with Diverse Supplier Development Corporation and Air Force veteran Ken Erdelt, a principal and business coach at Deer Ridge Group. Combined these three members offer a full range of experience in executive management, entrepreneurship, marketing and sales and much more. Together the team has 200 years of professional business and marketing experience.

The DeltaPoint Partners group helps companies execute business and business development imperatives that they may not have the financial resources, time, or expertise to do on their own. They do this for less than the cost of a new hire who may have only a fraction of the skills or experience this team brings to the table. The group works with companies ranging from start-ups to \$40 million-plus organizations. Mara first worked with NVBDC in April 2017 as a Corporate & SD/VOB Outreach Consultant and continues to help increase corporate membership and SD/VOB certifications with the DeltaPoint Partners team.

Hollingshead says the group can help clients build the business and marketing infrastructure that many companies don't have the capacity to do on their own. "We help business owners fill their business gaps and take it further than consultants because we help to execute rather than just advise or coach," he says.

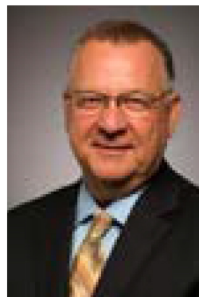


Hollingshead adds that the group has invested significantly in programs and processes to help customize what a business needs.

“We have seen and dealt with just about every type of challenge small businesses can see and we leverage our combined experience to help make a difference for our clients,” says Erdelt.

Additionally, the group has offered their services at no charge to help Fortune 1000 corporations find SD/VOBs and other diverse suppliers to support their procurement needs, Mara says. "We have worked on more than 1,070 procurement opportunities for 70+ companies like Boeing, Disney, Capital One & Medtronic, and more".

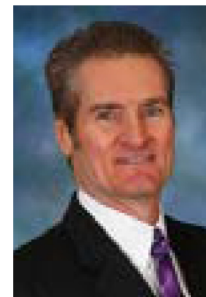
Visit the DeltaPoint Partners [website](#) or call Mark Hollingshead at 315-766-8906 to learn more or for a complimentary assessment.



Ken Erdelt



Mark Hollingshead



Paul Mara

Upcoming Events*

*Listed are known upcoming events at time of publication. Further details are available at our [website](#)

2023

October 2	Financial Course: Common Credit Mistakes and How to Avoid Them HOST: Veteran Entrepreneur Alliance	
October 4-6	Business Beyond Battelfield Conference HOST: DFW Veterans Chamber of Commerce	
October 5	Monthly FORUM All Call HOST: Freedom Makers Virtual Services	Resume Tips for Veterans HOST: INVESTVets
October 12	Best Practices for Creating a Compelling Private Sector Friendly Capability Statement webinar HOST: DeltaPoint Partners & DSDC	
October 30	Birdies & Bunkers Memorial Classic Golf Tournament HOST: The Rosie Network	
November 2	Veteran Founders Forum at Santa Fe College in Gainesville, FL HOST: Jacksonville Veteran Chamber of Commerce	
November 5-7	16th Annual IWEC Foundation Conference in Turin Italy HOST: International Women Entrepreneurial Challenge (IWEC) Foundation	
November 11	5th Annual Michigan Women Veterans Empowerment Veterans Family & Friends Conference HOST: Michigan Women Veterans Empowerment	
November 12-14	2023 Farmer Veteran Stakeholders Conference HOST: Farmer Veteran Coalition	

2024

March 1	Women Veteran Alliance is proud to announce Women Veterans Magazine is coming to Pennsylvania! HOST: Women Veterans Alliance
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Do you have news to share or are you interested in featuring your organization in a future issue?

We welcome your updates and interest.

Please connect with MVO Task Force Director Lt. Col. Kathryn Poynton, Ret.

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