

May 2011

Volume 1, Issue 1

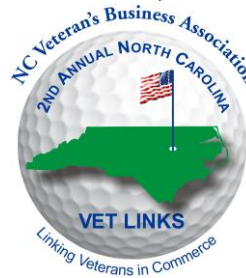
## **Spring Newsletter... North Carolina Veteran's Business Association**

*Special Interest  
Articles:*

**2nd Annual  
Business  
Networking  
Summit & Golf  
Tournament**

**June 13, 2011**

## **2nd Annual Business Networking Summit & Golf Tournament June 13, 2011**



You're invited to join us...on June 13<sup>th</sup> for an incredible day of federal, state and municipality networking as you interact with a panel of distinguished business owners and government guests during a morning of networking opportunities with successful Veterans in Commerce in North Carolina.

...for an opportunity to ask questions and learn about conducting business with our Government: Joint Ventures, teaming, and opportunities available for veteran businesses and businesses doing business with veterans.

...to play the Brier Creek Country Club Arnold Palmer Signature Golf Course with summit attendees and NC VetBiz members. ... join participants at the Durham Bulls baseball stadium on Sunday, June 12.

### **BUSINESS NETWORKING SUMMIT**

08:00 Registration & Full Breakfast  
08:30 Awards & Panel Introductions  
08:45 Discussion & Q&A Session  
10:30 Closing comments

### **GOLF TOURNAMENT**

11:00 Check in & Driving Range  
11:30 Lunch  
Noon Shot Gun Start  
5:00 pm Awards Dinner

**Reservations and event details: [www.ncvetbiz.org](http://www.ncvetbiz.org)**

## A letter from our President

Greetings and Salutations:

2011 will be an incredible year for NC VetBiz (the “Association”). Our second annual business networking event is scheduled for 13 June in Raleigh. Plans are underway to hold a match-making event to include a membership trade show in the fall. These events are the realization of our 2010-2011 strategic plan. Our business networking event is sponsored by Greyhawk Defense and USfalcon, which are wholly owned subsidiaries of Talon USA, SAS and the members of the Association.



The State of North Carolina is rapidly evolving as a premier destination for companies that want to conduct business with the Federal Government, specifically the Department of Defense. Sixty Three “Stars” will be resident at Fort Bragg in the coming years, accompanied by the enlisted corps to support and manage the life blood of our most precious resource, our soldiers. We should strengthen our businesses to ensure the capabilities of the state to meet this increase in demand for goods and services. Our Association connects and educates veteran owned businesses and professionals that deliver goods and services to commercial and federal customers. Your membership helps further our mission.

I have witnessed several examples of members teaming with members to win and deliver complex projects, thus fulfilling our primary mission to empower, educate and support veterans in commerce. Ask me about these examples at our business networking event.

Our membership has been very active since last year. We spoke on behalf of veteran owned businesses and veteran professionals at the NC General Assembly in support of State Bill H172, a Bill that requires spending goals with Veteran Contractors. We need to be heard on this all important matter. The State Budget includes spending for veteran business support groups but not a follow through commitment in state spending with veteran owned businesses. I encourage you to let your representative know about your commitment to the bill and veterans in commerce in North Carolina. Finally, a member of the Association was awarded the 2011 SBA NC Veteran Champions award.

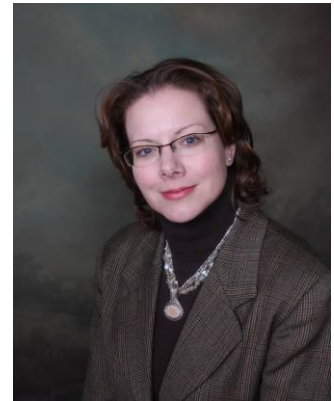
I look forward to seeing you at the second annual business networking event and hopefully at the social events Sunday and Monday afternoon.

Very respectfully,  
Mark M. Haupt  
President  
NC VetBiz

## Member Spotlight

Ms. Volandt is an uplifting motivator and visionary problem solver with 20 years of organizational management experience. Her business focus has a common theme of operational and strategic improvement. Her combined corporate, government, and non-profit board experience provide a valuable combination of Organizational Leadership, Strategic and Tactical Marketing, Operational and Strategic Planning, Financial Institution, Human Resources, Small Business Infrastructure, Budgeting and Cost Management skills. She is extremely effective when dealing with high level and influential stakeholders of national significance.

Ms. Volandt founded Auroros in 2003 as a response to the aftermath of 9/11. This dynamic small business is poised to scale and provides strategic planning, business process, information technology consulting and recruiting. Customers include international corporations and high level clearance federal organizations. Ms. Volandt established the company operations infrastructure that included business planning, market planning, credit management, human resources, hiring and firing, payroll, legal, web site/marketing, contracts, accounts receivable and accounts payable. While President of Auroros, Ms. Volandt also served on the board of directors advisory committee for Coastal Federal Credit Union, a \$1.2B financial institution, and on the board of directors for the North Carolina USO which manages five centers and over 700 volunteers and staff. This combination provides her a broad no-nonsense base of experience and insight that ranges from understanding the detailed pressures and requirements involved with maintaining a small business to high level strategic decisions required for large multi-billion dollar institutions and highly visible non-profit service organizations. Headquartered in Raleigh, North Carolina with a presence in Washington, DC and Clarksburg, West Virginia, Auroros provides federal small business designations to its customers. Set-aside distinctions include Service Disabled Veteran and Woman Owned Small Business.



Kathleen Volandt  
President/CEO  
Auroros Inc.

## Member News

The NC VetBiz Board of Directors (Board), Advisory Council and Executive Officers would like to thank all members for their support in 2010.

You may have noticed that you have not received an invoice for 2011 membership dues. A lot of work has been spent to raise the profile of the association, not on gathering membership dues.

We have been somewhat successful and want our membership to focus on connecting Veterans in Commerce and business collaboration where possible.

The Board has decided to waive the 2011 annual membership fees. 2012 fees will be due on January 1, 2012.

For those of you that have paid 2011 dues, we are extending your membership one additional year.

The association will continue to issue a quarterly newsletter filled with new and exciting NC VetBiz news.

Recommendations on content are welcome.

Respectfully yours,  
The Board



# Membership News – Calendar of Events

Sunday	Monday	Tuesday	Wednesday	Thursday
			June 1st - Marketplace 2011 (Research Triangle Park, North Carolina)	June 2nd – RecruitMilitary Career Fair
	June 13 <sup>th</sup> - 2nd Annual North Carolina Veterans Business Association Networking Summit & Golf Tournament			

June 19th – June 23rd - Boots to Business Suits - Armed Forces Executive Bootcamp, Wilmington, NC

**Marketplace 2011 (Research Triangle Park, North Carolina)** - hosted by Rep. Brad Miller and Rep. David Price in cooperation with the U.S. Environmental Protection Agency (EPA), National Institute of Environmental Health Sciences (NIEHS) and the North Carolina Small Business & Technology Development Center/PTAC.

Marketplace 2011 is a small business contracting day designed to bring small business sellers together with buyers from the federal government and large prime contractors. It features a “reverse” trade show, where small business owners may visit government and prime contractor booths to discuss potential buying opportunities as well as attend informative seminars on government contracting. Contact **Rebecca Barbour at (919) 715 – 7373 extension 611** for additional information

**RecruitMilitary Career Fair** - A free hiring event for veterans who already have civilian work experience, men and women who are transitioning from active duty to civilian life, members of the National Guard and reserves, and military spouses. **11AM to 3PM** Charlotte Motor Speedway 5555 Concord Parkway South - Charlotte, NC 28027.

**2nd Annual North Carolina Veterans Business Association Networking Summit & Golf Tournament –** Distinguished Business Owners, Professionals, Government Officials make up a panel that will answer federal and state business operations, teaming and contracting questions. Two social events and full breakfast are part of the event. Visit [www.ncvetbiz.org](http://www.ncvetbiz.org) to register.

Sponsored by USfalcon, SAS, Aurosos, Llc, and NC VetBiz members

**Boots to Business Suits - Armed Forces Executive Bootcamp** - Boots to Business Suits offers cutting edge, experiential training in entrepreneurship and small business management to veterans who have served our country. BBS is designed to open the door to business ownership for our veterans. For more information visit [www.ncimed.com](http://www.ncimed.com) or contact Atrayus Goode at 919.956.8889

See [www.ncvetbiz.com](http://www.ncvetbiz.com) and the calendar of events for more details on these and other events.

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The North Carolina Veteran's Business Association, doing business as NC VetBiz, is a **501 (c)(3)** association headquartered in Charlotte, North Carolina. The association is formed and operated by a group of dedicated veteran professionals and business owners.