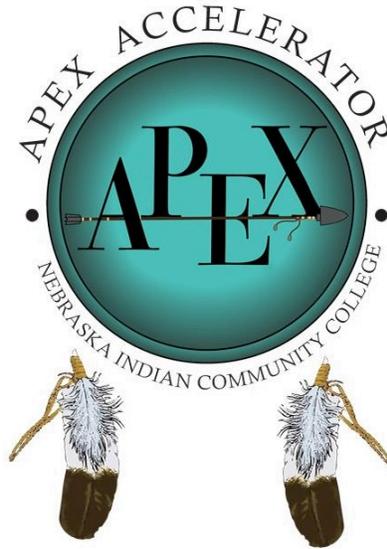


NEWSLETTER

February 2026



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CLIENT SUCCESS STORY

NICC APEX Client awarded 2025 Veteran Business of the Year – Hosted by Michigan Works Association

Our NICC APEX Counselor Justin Emery was requested to attend an award ceremony for our client. This is his write up on the event along with some client background.

“The current, another start, more in the future, it’s another day, always more to accomplish”
Justin Emery, NICC Native APEX Counselor

This is the feeling that to me encompasses working with Northern Wings.

I have had the biggest pleasure of working alongside Dave Goudreau and it was an honor to be invited to attend the Veteran Business of the Year award presented by MI Works. Over the last 5+ years of meeting Dave Goudreau and quickly realizing that he is a businessman to watch, follow, and learn from, I have been grateful to be in a position now to directly support Northern Wings as a Veteran, Native, Small Business DOD Supplier based in the not so known town of Newberry MI.

Dave in 2025 by votes through MI Works has been granted the Veteran Business of the Year Award. This is just one of many he has achieved and one of several in the pipeline of TRUE recognition for hard honest work being done. How many businesses can truthfully say they have roughly a 98% completion rate with no returns or issues for the contract? He does not have to boast about his business the work being done by him and his amazing staff who we also got to watch work in their environment as the event was gearing up for presentation shows the truth and speaks for itself. This is the Vision of Dave and what he started in the small town in the Upper Peninsula of MI.

Dave and Northern Wings has built an S Class system of doing business for the DOD/DOW that is present in how long he has been in business, what his manufacturing builds, you know ROCKETS, Boeing Planes, that is just some of the Northern Wing's work. So... the next time you get on your business flight from here to there or there to wherever. Whether Military or Civilian, Northern Wings parts might just be holding it all together. Trusted, Safe, Above the level of Satisfactory, just a couple things that Northern Wings provides.

Some Background of achievements that Dave has taken on and delivered on across his life. This is a testament to his ability as a Person and as a Business Professional.

Dave's first action once standing up Northern Wings was to take on the AS9100 Certification. This is absolutely no light lift especially first thing. But he saw what he needed to get started and along with the first support he received through MI Works they together stood up the certification and Dave won the Contract. Dave also had the Honor in his military career to Pilot a flight of the President of the United States during the Clinton Administration. This is not something anyone in the military gets to hold, few select have the prowess and trust to take a Nations leader in transit. Moving into the current and future Dave was asked by the Detroit Area Marines to join them in celebrating the 250th USMC Birthday in 2025 as a Keynote Speaker to the upcoming Marines who were transitioning into Civilian Lifestyles, The Phrase that I also personally use as well learned by him – "Start by Starting" could be heard throughout the halls, as we know Dave as most military personnel do not need a microphone to be heard clearly. This is the framework that keeps on proving strength, passion, resilience, honor, and how to do business simply put "Correctly" which is also why the future of this company is already being recognized for the 2026 year with the SBA selecting Northern Wings with 2 other companies out of a pool of thousands Veteran Owned Small Businesses across the U.S. to be the feature in a success story video series. "These videos highlight the achievements of outstanding Veteran-Owned Small Businesses (VOSBs) and the meaningful impact they make in their communities." ~

Amy Garcia ~ Acting Director of Engagement for the Office of Veterans Business Development (OVBD) at the U.S. Small Business Administration (SBA).

I want to on behalf of NICC Native Apex, myself, and Native Businesses fighting in the Federal Government contracting arena, Thank You Dave/Northern Wings for being someone/something to look up to and follow by example for the Prosperity of Natives, Veterans, Small businesses, anyone with business ideas or goals. Apex is here to support, and we are very proud and honored to be given the opportunity to do so.







TIP OF THE MONTH

As the new year begins, many federal contractors need to recheck whether they still qualify as small under SBA's average annual receipts rules in [13 C.F.R. § 121.104](#). This post highlights two frequent sources of error: how receipts are treated when tax returns haven't been filed yet, and how receipts must be calculated for businesses that have been operating for less than five years. For a quick breakdown, read [Avoiding common small business size calculation errors](#). The takeaway is straightforward—an accurate size calculation can protect eligibility for set-aside opportunities and help avoid size protests and other compliance headaches.

NICC APEX ACCELERATOR NEWS YOU CAN USE

Revolutionary FAR Overhaul Changes to SAM “Reps & Certs”

The Revolutionary FAR Overhaul process, also known as “FAR 2.0,” will change the way that the government processes representations and certifications from contractors. Currently, SAM.gov includes three types of representations and certifications: entity-level, procurement-specific, and by submission of offer. SAM will continue to collect entity-level representations and certifications, but will no longer collect the other two types. This change is anticipated to take place in early 2026. [Read more about the changes to SAM.gov’s representations and certifications.](#)

Do you need help registering in SAM.gov, or updating your existing registration in light of the Revolutionary FAR Overhaul changes? Your APEX Accelerator can help! Contact your APEX Accelerator counselor today to arrange an appointment.

GOVCON ROUNDUP LIVE

GovCon Roundup Live is a free monthly webcast hosted by Carroll Bernard and Steven Koprince of [Govology](#). The webcast covers policy changes, legislative updates, and industry shifts that signal strategic opportunities for contractors to pivot, reposition, and stay one step ahead. Learn more about [GovCon Roundup Live](#) and register to attend future live sessions (with the opportunity for live Q&A).

Recent *GovCon Roundup Live* webcasts include:

- [GovCon’s AI Wake-Up Call: What Smart Contractors Are Doing Now](#)
- [WOSB Program Under the Microscope: Data, Roadblocks, and the Path Ahead](#)
- [The FAR Revolution: Three Proposed Procurement Reforms Contractors Should Watch](#)
- [Counting What Matters: Small Business Contracting Goals & Metrics](#)
- [The Pending FAR Overhaul](#)

GOVOLOGY WEBINARS

Please use the new code **NICCAPEX26** when registering for Govology webinars.



Leveraging Market Research For Government Market Opportunities (2026 Update)

Date: February 3, 2026

Time: 1:00 p.m. EST

Presenter: Carroll Bernard (Govology)

[Click Here to Learn More](#)



How to Register and Maintain Your SAM.gov and SBA's SBS Profiles (2026 Update)

Date: February 10, 2026

Time: 1:00 p.m. EST

Presenter: Ashley Duwel (Duwel Dev, LLC)

[Click Here to Learn More](#)



Gen-AI in Government Procurement

Date: February 12, 2026

Time: 1:00 p.m. EST

Presenter: David Timm (Burr & Forman, LLP)

[Click Here to Learn More](#)



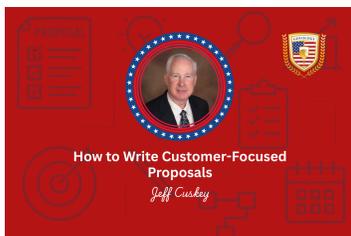
Vendor Activation, Visibility, and Engagement Best Practices

Date: February 17, 2026

Time: 1:00 p.m. EST

Presenter: Carroll Bernard (Govology)

[Click Here to Learn More](#)



How to Write Customer-Focused Proposals (2026 Update)

Date: February 19, 2026

Time: 1:00 p.m. EST

Presenter: Jeff Cuskey (Consultant & Expert Witness)

[Click Here to Learn More](#)



How to Build a Strong Government Sales Strategy – 8 Core Activities (2026 Update)

Date: February 24, 2026

Time: 1:00 p.m. EST

Presenter: Joshua Frank (RSM Federal)

[Click Here to Learn More](#)



Evolving DoD Contractor Cybersecurity Requirements (Q1-2026 Update)

Date: February 26, 2026

Time: 1:00 p.m. EST

Presenter: Adam Austin (Totem Technologies)

[Click Here to Learn More](#)

RECOMMENDED INSIGHTS & UPDATES

Use of Prohibited Font Causes Proposal Disqualification

An offeror's use of a prohibited font in its proposal resulted in disqualification from the Department of Labor competition. While the result may seem harsh at first glance, consider this: by using the prohibited font instead of one of the four fonts allowed by the solicitation, the offeror was effectively able to exceed the page limit by at least three pages. [This article examines the case and offers some practical takeaways for government contractors.](#)

Fiscal Year 2026 NDAA Signed into Law: 6 Key Takeaways for Defense Contractors

On December 18, 2025, President Trump signed into law the National Defense Authorization Act for Fiscal Year 2026, which authorizes over \$900 billion in funding for the Department of Defense and other national security programs. The 2026 NDAA contains many acquisition reform provisions and other critical provisions impacting defense contractors. [This article provides six key takeaways from these provisions.](#)

SBA Office of General Counsel Audit of Participants in the 8(a) Program and Beyond

The U.S. Small Business Administration is in the midst of a comprehensive audit of all 8(a) Program participants, and the Treasury Department is expected to launch an audit of “preference-based” contracts. [This article examines the audits and provides some practical guidance for federal contractors.](#)

CMMC & FOCI RESOURCES AND NEWS

This section highlights items of special interest and importance to the Department of Defense Office of Small Business Programs (DOD OSBP). Please take a moment to visit the sites listed below for additional information.

Cybersecurity Maturity Model Certification (CMMC)/Cybersecurity Compliance Resources

[DOD CMMC Resource Page](#) – Resources to assist government contractors with understanding and complying with CMMC/cybersecurity requirements.

[Project Spectrum](#) – Project Spectrum is working with APEX Accelerators to assist small businesses in achieving compliance with CMMC/cybersecurity requirements.

Foreign Ownership, Control, and Influence (FOCI) Resources

[FOCI Frequently Asked Questions](#) – FOCI is a status or situation in which a contractor with access to classified information has some foreign investment or association with foreign interest. Learn more about the federal government’s requirements relating to FOCI.

<https://business.defense.gov/> – The official website of DOD OSBP. It contains additional information, news, events, and other items for those interested in doing business (or currently engaged) with the DOD.

Cybersecurity Resources for Suppliers

The long-awaited CMMC final rule has arrived, and that means big changes for many Department of Defense suppliers. [This collection of resources from the Defense Logistics Agency](#) provides a great deal of information for suppliers, including CMMC foundational information, descriptions of the CMMC levels, and much more—along with links to DLA-approved trainings and additional resources.

CISA Releases Cybersecurity Performance Goals 2.0 for Critical Infrastructure

On December 11, 2025, the U.S. Cybersecurity and Infrastructure Security Agency released its [Cybersecurity Performance Goals \(CPGs\) 2.0](#), an update to its core set of recommended cybersecurity practices for critical infrastructure owners and operators. The CPGs, which are voluntary, apply to both information technology and operational technology environments and are designed to reduce risk related to known, high-impact cyber threats and adversarial tactics, techniques, and procedures.

NDAA Expands US Trade, Technology, and Security Regulations in 2026

The recently-adopted 2026 National Defense Authorization Act includes several important provisions on government contractors’ relationships with certain foreign nations. These provisions include restrictions on U.S. government procurement, contracting, and funding involving certain “biotechnology companies of concern” linked to “foreign adversaries,” including China, as well as many other provisions. [Read more about the 2026 NDAA provisions affecting government contractors.](#)

About Nebraska Indian Community College APEX Accelerator:

Address (Macy Campus):

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Macy, NE 68039

(Coverage Area: Omaha Indian Reservation)

Address (Santee Campus):

415 North River Road

Niobrara, NE 68760

(Coverage Area: Santee Sioux Indian Reservation)

E-mail us: APEX@thenicc.edu

This APEX Accelerator (formerly known as PTAC) is funded in part through a cooperative agreement with the Department of Defense.

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